





## NEWS IN BRIEF

## Japanese to sue in County Hall battle

Tashika Shirayama, the Japanese entrepreneur who wants to convert County Hall into an hotel, said yesterday that he is to sue John Ashworth, the director of the London School of Economics, for libel (Douglas Broom writes). The action is also expected to name some of the school's governors and will cite literature produced as part of the campaign for the former home of the Greater London Council to become the LSE's new home.

Makoto Toyota, Mr Shirayama's London representative, said: "Mr Shirayama has been the subject of personal attacks and his business standing has been harmed. It has been suggested that Anglo-Japanese relations have been damaged and that he is to blame." Mr Shirayama's contract to buy County Hall includes a clause allowing the London Residuary Body to withdraw at any time up to the end of this year. Michael Howard, the environment secretary, has given the LSE until tomorrow to make an offer for the building, a move denounced by Mr Shirayama.

## Two killed in crash

Two men were crushed to death and five people were injured when a trailer carrying two 70ft girders slewed out of control yesterday across the central reservation of the M5 into oncoming traffic and trapped three vehicles. The trailer was travelling under police escort between West Bromwich and Oldbury when the girders broke away and swerved into southbound traffic.

## Action on mosque rift

Sir Nicholas Lyell, attorney-general, is to work out a scheme for the management of Luton's strife-torn central mosque. Mr Justice Ferris made an order in the High Court yesterday allowing Sir Nicholas to intervene as protector of charities. A dispute arose in May when a new management committee was elected and occupied the building, ousting those who had run it under a charitable trust for nine years.

## Jail accused of inertia

Wakefield jail in West Yorkshire, the prison with the biggest population of inmates serving life sentences, is condemned today for its inertia and for failing to keep pace with change. A report by Judge Turpin, chief inspector of prisons, accuses prison staff of organising the jail for their own convenience rather than for the 600 inmates, and local management is blamed for low morale among officers.

## Homes contaminated

Tens of thousands of homes could be contaminated with radioactive gas, according to a National Radiological Protection Board survey of 13,000 homes in Northamptonshire, Derbyshire and Somerset. It shows that up to a third of homes in some areas contain potentially dangerous levels of radon gas, which has been linked with lung cancer.

## Mr Stephen Morris

In a statement in the High Court yesterday, *The Times* apologised to Stephen Morris of Cedartrunk Limited for any embarrassment caused by references contained in an article (October 16, 1991) to his alleged involvement in Lancashire and Yorkshire Portfolio Management Limited and Blacks Leisure, and agreed to pay him substantial costs and damages. *The Times* accepted that the article's description of Mr Morris as a former director of Blacks Leisure who had had to repay the company £225,000 after auditors had uncovered "accounting inaccuracies" was a case of mistaken identity and without foundation. An allegation that Mr Morris had sought to conceal his interest (through his shareholding in Starscale Limited) in Lancashire and Yorkshire in breach of Fimbra rules was also without foundation.



Taste of freedom: Winston Allen, left, Noel Bell and James Hegan celebrating outside the appeal court in Belfast yesterday after their convictions were quashed

## Killing muddled by conflicting evidence

Three UDR men, jailed after a 1983 murder in Armagh, went free on appeal yesterday. Edward Gorman examines the conflicting evidence in the case

AT ABOUT 4.30pm on November 8, 1983, Adrian Carroll clocked off work painting railings for the council at the Mall in the centre of Armagh city and made his way home for a late lunch.

He walked up English Street past the town's post office and then up Abbey Street. He turned into the narrow terraced cul de sac where he lived, but he never made it to his front door.

A lone gunman approached from behind and shot Carroll three times at close range. Carroll, a 24-year-old Roman Catholic and from a well known republican family, died several hours later in hospital at Craigavon, co. Armagh. His death came at a time of tension in Armagh, amid nationalist distrust of the security forces, and in particular the locally recruited and overwhelmingly Protestant Ulster Defence Regiment.

Earlier the same year Martin Malone, an 18-year-old Catholic, had been involved in a confrontation with UDR soldiers on waste ground in the town, which culminated in him being shot dead. The soldier's defence that the gun had gone off accidentally during a scuffle was not accepted by many nationalists and republicans in Armagh.

Carroll was not the first to

die in his family as a result of the Troubles. Less than a year earlier his 21-year-old brother Roderick, together with another man from Armagh, Seamus Grew, had been shot dead by police in an incident later investigated as part of the "shoot to kill" enquiry. Grew and Roderick Carroll turned out to be members of the republican splinter group, the Irish National Liberation Army, and were given paramilitary funerals.

Police had few leads in their search for the killer of Adrian Carroll. But two weeks after the shooting a woman witness, later known as Witness A, gave a statement to a local priest and then to the police, in which she said she had seen a man who she knew to be Neil Latimer, in civilian clothes, being helped into the back of a UDR Land-Rover at the town's technical college. He was being assisted by members of a patrol and her sighting happened immediately after the killing.

The woman's description of Latimer dressed in a tartan

cap and gold-rimmed glasses fitted that of another witness, Elaine Dunne, who told police she saw the gunman in Abbey Street just before the shooting.

Latimer was arrested on November 29. The same day he confessed that he had shot Carroll and signed a written statement to that effect. The next day he retracted his confession, but two days later again admitted he was the killer and gave a detailed description of the murder plan. He named the other soldiers involved.

All the 13 members of the UDR patrol on duty that day were arrested. Eventually all but five, James Hegan, Noel Bell, Winston Allen, Latimer and Colin Worton of Market-hill, co. Armagh, were released. Mr Worton was freed when the case came to trial because the judge decided he could not rely on his confessions being made voluntarily.

The essence of the Crown case was that the soldiers had been in a search operation on the edge of the town, but had later driven into the centre in two Land-Rovers and dropped Latimer at the technical college where he put on civilian clothes over his UDR fatigues. Latimer got back into one of the vehicles, driven by Hegan, and was dropped at the Mall, from where he stalked Adrian Carroll and shot him. After the killing he ran back to the waiting Land-Rover and the men returned to their barracks.

Latimer, Bell, Hegan and Allen were convicted of the murder of Carroll after a 63-day trial before Lord Justice Kelly in 1986. An appeal the following year was dismissed by three judges who found no new evidence to dispute the conviction.

From their prison cells, the UDR Four as the soldiers became known, consistently denied involvement in the killing. Their attempts to work up a campaign on their behalf at first met with little success. They were, after all, soldiers from a regiment with what many critics regard as a deplorable record of criminality against Roman Catholics in Northern Ireland.

They were expecting Unionist politicians in particular, who generally are staunch supporters of the police and security forces, to support their claims that they had been fitted up. They also found the media lukewarm in its response. Most journalists who looked at the case in detail were not convinced the men were innocent.

Gradually, however, the merits of their case attracted leading Unionist politicians to their side, together with some church figures in the province, and Robert Kee, the historian and broadcaster, who campaigned against miscarriages of justice in the cases of the Guildford and Birmingham pub bombings. The nationalist SDLP has never supported the cam-



Latimer, identified by an unnamed woman

paign. In the past two years the campaign took on a new momentum under the leadership of Ian Paisley Jr, the 24-year-old son of the DUP leader, who helped to compile a dossier of new evidence which was instrumental in securing a second appeal.

The case for the soldiers rests on the inconsistencies and implausibility of the Crown version of events, most notably the fact that Elaine Dunne, who knew Latimer, was certain that the man she saw in Abbey Street just before the killing was not Latimer, contradicting the evidence of Witness A. Witness A herself has behaved inconsistently throughout the various hearings, at times retracting her evidence and then reconfirming it.

Hegan, Bell and Allen argued that their admissions to police were beaten out of them and were based on written statements concocted for them by interviewing officers. This was something they were

unable to prove until tests carried out in the past 12 months confirmed that the notes had been rewritten by officers.

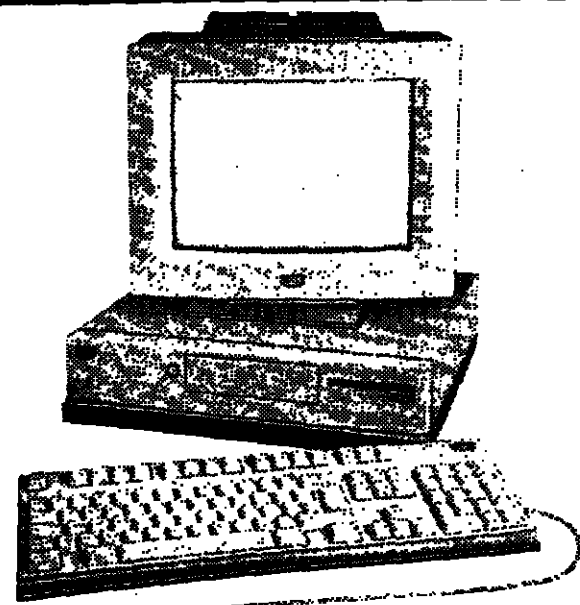
Latimer, who did not deny that he had made a statement admitting the killing at his original trial, argued that he had been responding to suggestion by interviewing officers, that he had been subject to physical abuse and, like the other three accused, had not been in the centre of Armagh on the day in question.

Responsibility for the murder of Adrian Carroll has been claimed by a Loyalist paramilitary group with which the men have never associated during their more than eight years in prison. The Protestant Action Force, a cover name for the Ulster Volunteer Force, has issued statements claiming the four are innocent. It has said it hijacked a car in Belfast six weeks before the killing, which it left in a garage in Armagh. Adrian Carroll had not been the intended victim but was targeted only when a planned attack on an IRA man in the city fell through.

The Protestant Action Force account seemed to be supported by the evidence of a witness at the Church of Ireland cathedral near the scene of the murder, who saw two men speeding off in a blue Ford Cortina minutes after the shooting. The car, which was found abandoned a short distance away, had been stolen from Shankill Road in Belfast.

Appeal judgement, page 1

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## Imbert links crime growth to inner-city deprivation

By STEWART TENDLER, CRIME CORRESPONDENT

SOCIETY ignores at its peril the importance of the deprived and disadvantaged underclass in the growth of crime, Sir Peter Imbert, commissioner of the Metropolitan Police, said yesterday. Unless people on the margins were offered hope, the whole of society was at risk.

Presenting his last annual report as the most senior operational policeman in the country, Sir Peter said he believed that the way forward for the police lay in greater emphasis on giving the public a better service. In the years to come, the idea of better service delivery would have more impact on policing than rigid enforcement.

The police had already worked to improve their performance but they were part of the complex tapestry of a modern society, Sir Peter said. There were strands of that tapestry which had to be examined more closely "if we are to ensure the whole fabric does not unravel". Rising reported crime was a fundamental concern and it could be attributed partly to "the marginalisation of some elements of our society", he said.

Echoing the comments of other chief constables in recent months and speaking against the backdrop of disturbances in past weeks in inner-city areas of the Midlands, the West Country and the North, the commissioner said: "The notion that there is a link between crime and social deprivation is a compelling one. There is a need to offer hope to those most disadvantaged if we are to see any reduction in crime levels." He said that he did not link crime directly to the recession but saw links between crime and the disadvantaged.

If a map of the worst areas of social deprivation or disadvantage in London was superimposed over another



Sir Peter: "There is a need to offer hope"

showing the worst areas of crime, the areas would correspond closely, Sir Peter said. "What I am not saying is crime can be put down solely to deprivation but it is a very important factor and frankly we ignore it at our peril."

The public had to recognise the other problems faced by police in dealing with crime, including the large number of offenders who made use of bail to commit fresh offences. Sir Peter said that the public should see police performance against factors such as bail offenders and acknowledge the difficulties of magistrates who could not refuse bail. A drive against burglary in north London had yielded 3,000 arrests and detectives discovered that a third of the suspects were already on bail, sometimes for four or five crimes.

Looking at the past year, he accepted that the work of the police and their good relationship with the public had been dented by a series of miscarriages of justice. At the same time, there were tens of thousands of cases, which were conducted without mishap.

Sir Peter is expected to retire within the next months. Favourite to succeed him is

John Smith, his deputy, who was yesterday by his side. Sir Hugh Annesley, chief constable of the RUC, is also understood to be interested in the post and speculation in police circles on other candidates has included Colin Smith, former chief constable of Thames Valley and now an inspector of constabulary. John Hoddinott, chief constable of Hampshire, and Paul Condon, chief constable of Kent.

Detectives are to hone their skills to masters degree level as part of a university course in investigative psychology (Richard Ford writes). Twelve students, including officers up to the rank of chief inspector, from four British forces will enrol on the £3,800 post-graduate course at Surrey University in September, designed by David Canter, 49, an applied psychologist who has helped police narrow down suspects on more than 60 important enquiries.

Students will study criminal behaviour, decision-making during investigations, data analysis and information retrieval. John Stevens, chief constable of Northumbria, a commander from Scotland Yard and lecturers from Hendon police training college and Bramshill staff college will act as advisers. Professor Canter said most detectives still learnt their trade from working with veteran detectives. "There is a new generation of officers who are no longer happy with a system based on hunch. They want to turn detection into a thorough-going professional activity based on an understanding of scientific principles; the latest methods they can apply."

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Leading article, page 13.

## Zoo chiefs urged to resign

By NICHOLAS WAIT

DISGRUNTLED members of London Zoo's parent body voted overwhelmingly yesterday for the resignation of the management responsible for the decision to close the zoo in September.

The zoo's 18-strong council is not bound by the decision but Sir John Chapple, its president, said that it would consider its position. A postal ballot of the estimated 2,300 fellows may be called.

Yesterday's meeting was called by the Reform Group of Fellows, which believes that the zoo need not close and blames the zoo's plight on the council's incompetence. Simon Bearder, founder member of the reform group, said that fellows did not expect all council members to resign at once. They wanted a phased change to elected council members at the annual meeting on September 30.

Shortly after the vote, David Bellamy, the botanist who launched a rescue campaign by the London Zoo Survival Group last month, resigned from the council and called on other council members to follow his lead. Moves to close the 166-year-old zoo by the end of September are on schedule in spite of a £1 million donation by the Emir of Kuwait last month. Four rescue plans are still vying to save the zoo, the most ambitious being a £61 million scheme that would centre on a rainforest pavilion and a coral reef aquarium.

## CORRECTION

John Jasper is managing director of Telecom Capita the computer services subsidiary of the Capita Group, not group chairman as was incorrectly stated in Monday's edition.



## Jani Allan adored Terre Blanche, friend tells libel trial

## Flatmate at keyhole 'saw party leader having sex'

BY MICHAEL HORSNELL

A FRIEND of Jani Allan told the High Court yesterday that she watched through a bedroom keyhole as her flatmate had sexual intercourse on the floor with Eugene Terre Blanche, the South African neo-Nazi leader.

Linda Shaw, 37, stared at Miss Allan while giving evidence in which she said that, in May 1988, she had observed "movement indicative of sexual activity" between Miss Allan and Mr Terre Blanche at the flat that the women shared in Johannesburg.

Miss Shaw, a tall woman with long auburn hair tied in a bow, said that Miss Allan, 40, saw sex as a "trump card" in a game in which she fancied herself as a future First Lady of South Africa under the presidency of Mr Terre Blanche.

Miss Shaw, a journalist born in Wales but working most of her life in South Africa, said that her former friend described her alleged lover as "a great lay but a little heavy".

Miss Shaw was giving evidence for Channel 4, which Miss Allan is suing for libel over the film, *The Leader, His Driver, and the Driver's Wife*, which she alleges portrayed her as a "lady of easy virtue" who slept with Mr Terre Blanche.

Channel 4 says that it never suggested an affair, and argues that such an allegation, although never made, would be justified because Miss Allan did have an affair with

Mr Terre Blanche, a married man with a young daughter.

Miss Shaw, who broke down in tears near the end of her evidence, said that she had first met Miss Allan, a journalist with the *Sunday Times* of South Africa while they had both been working as journalists in 1981. She said that Miss Allan had made clear that she would be unhappy living under a black government there, and at some times called blacks "kaffirs" — a derogatory term.

Miss Allan had been much concerned about her image and her private property, always keeping doors and cupboards locked and the keys in her handbag.

In January 1988, Miss Shaw had returned home to the flat that they shared after interviewing the neo-Nazi leader, at which stage Miss Allan had been "incredibly excited".

Miss Shaw said: "She was babbling about how wonderful Eugene was and how she had never met such a devastating man and how charismatic he was. I initially thought she was joking, but it soon became clear she wasn't. She began to play sections from the tape interview with him. She said she was in love and she wanted to marry him and he was the most wonderful man in the world. I was astonished."

"Jani was obsessed with finding a husband, and preferably a wealthy, powerful husband. She would always assess men as to whether they were good marriage prospects as she saw it."

An article by Miss Allan on Mr Terre Blanche subsequently spoke of how she was "impaled" on the blue flames of his blow-torch eyes.

Later, the two women had attended a rally of Mr Terre Blanche's AWB party, at which they had been given front-row seats and the political leader had spoken of his love of his land, his people and his earth. While he had been speaking to his audience of 600, he had appeared to be addressing the whole speech to Miss Allan.

On the way home, Miss



Petrified: Linda Shaw outside the High Court where she claimed yesterday that she had peeped through a keyhole when she feared Jani Allan was being raped

Shaw had told Miss Allan that it had been "like watching public sex".

"She was giggling and said, 'Do you really think so? Do you think he really liked me?'" Miss Shaw said. "Jani always needed a lot of reassurance."

George Carman, QC, for Channel 4, then asked Miss Shaw about the night she claimed to have looked through a keyhole and seen Miss Allan and Mr Terre Blanche having intercourse.

Miss Shaw said that she had been awoken at about 3am to find a huge man in her bedroom undoing his shirt. When she had asked what he was doing, he had said that Miss Allan had told him that her friend liked sex and was a whore.

Miss Shaw said: "Obviously, I was terrified. I thought he was going to rape me. I told him to leave and get out."

He called me a whore and many other things. Eventually, he left my bedroom."

After locking herself in her room, Miss Shaw had heard footsteps pass and loud music from Miss Allan's room.

Miss Shaw told the court: "I was absolutely petrified. I thought they were maybe hurting Jani and using the noise to cover up the sound of her screams. I crept along and tried calling her name. There was no response. I tried knocking. I turned the handle and it was locked, so I looked through the keyhole."

She had seen her friend's bare feet on the floor, her knees up and a man's large bottom between them.

Questioned by Mr Carman, Miss Shaw said that there was movement "indicative of sexual activity" and that from what she had seen of Mr Terre Blanche when clothed she thought that the

bottom was the right size and shape for him.

On Miss Allan's birthday, in September 1988, the two women had had a rendezvous with Mr Terre Blanche when all three were drunk at the town of Krugersdorp.

While Miss Shaw had sat on a wall, Mr Terre Blanche and his alleged lover had embraced in Miss Allan's sports car. On the way back to the flat, Miss Allan had been sick and Mr Terre Blanche had allegedly tried to proposition Miss Shaw. The events had led Miss Shaw to tell Miss Allan that she was going to leave the flat.

The case continues today.

## Macari cleared of football club plot to cheat taxman

BY GEOFF KING AND DENNIS SIGNY

LOU Macari, the former Swindon Town football manager, was cleared last night of cheating the Inland Revenue by giving tax-free payments to players. Brian Hillier, the club's former chairman, and Vivien Farrar, its former accountant, were convicted and will be sentenced today.

Hillier, 49, of Calne, Wiltshire, was found guilty of conspiring to cheat the Inland Revenue by a majority verdict of 10-2. Farrar, 41, of Swindon, was convicted unanimously on the same charge and another of false accounting. Hillier and Farrar were released overnight on bail.

After his acquittal, Mr Macari, 42, wept and praised his family for standing by him. "I hoped this would happen, that the truth would come out," he said. "No one can imagine what this family has been through during this time. It's the sort of thing you see others go through on television. It is disgusting that it came this far."

The unofficial payments made at the club included bonuses for winning and unofficial signing-on fees of up to £20,000. The goalkeeper would receive a £50 bonus for keeping a clean sheet.

Mr Macari had admitted in court that he had broken football league rules but denied that he was a cheat. He said that he knew nothing about tax or accountancy but admitted making "special arrangements" to attract players and to help them to buy homes in Swindon.

In his summing up, Mr Justice Starforth said that the jury would have to decide whether Mr Macari "was a naive shrinking violet, only looking after the players, and who knew nothing about accounts, or was someone who, after 16 years as a player, had got a fair grasp of how things worked."

Mr Macari, who won 24 international caps for Scotland in the seventies and played for Celtic and Manchester United, will now return to his role as manager of Stoke City, preparing for the new season.

He became player-manager of Swindon Town in 1984 and guided the club from the

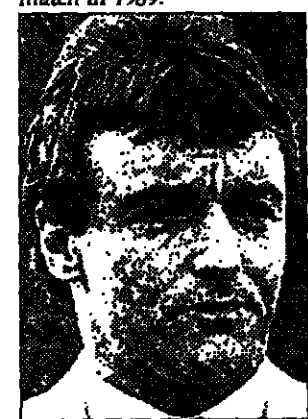
fourth division to the second in five seasons. He moved to West Ham and resigned after an FA commission found him guilty, with Hillier, of making a bet on Swindon's FA Cup defeat at Newcastle United in 1988. He was fined £1,000.

Three months later, Swindon won promotion to the first division for the first time in its history, but was demoted to the third division after admitting 35 of 36 charges relating to irregular payments. The club was restored to the second division on appeal. Macari always maintained his innocence.

The court was told that irregular payments were part of soccer routine. As Macari himself told the court: "You know that other clubs in the country are doing exactly the same thing."

Talk has been rife about about under-the-counter payments, of clubs that paid thousands of pounds in notes in brown paper parcels to acquire promising schoolboys from their competitors. The League ruled that full details of all payments or benefits paid in cash or in kind on behalf of players must be included in contracts of service.

At Swindon, payments were made without deducting tax and national insurance contributions. Hundreds of thousands of pounds went in "under-the-counter" payments to players. Osvaldo Ardiles, who succeeded Mr Macari as manager of Swindon, admitted to the court that he accepted an illegal cash payment after winning a match in 1989.



Macari: "Hoped the truth would come out"

## Skinning alive song 'not obscene'

BY RICHARD FORD HOME CORRESPONDENT

THE explicit lyrics of a song that mentions skinning a prostitute alive are not obscene, magistrates ruled yesterday in an important case for the music industry.

They reached their decision after listening to a 40-minute recording by Dismember, a band apparently less outrageous than many others in the "death metal" cult with names such as *Obituary* and *Cannibal Corpse*. One of the songs, entitled *Skin Her Alive*, featured the lyrics: "I slaughtered the whore, skin her alive, I did it for the thrill. I had never dreamed it was nice to kill." Counsel for the distributors of the recording said that it had been played on Radio 1, had sold 2,500 copies in England and more than 20,000 worldwide.

Andrew Nicol, QC, for Plastic Head Music Distribution, challenged the seizure by customs of 800 CDs, tapes and LPs of the band's album *Like an Ever Flowing Stream*. Magistrates were asked to decide in a civil action whether the lyrics could deprave or corrupt. It was the first time under the 1876 Customs Consolidation Act that customs officials had applied for seizure of music because they believed it was pornographic, obscene or indecent. Magistrates awarded costs of £7,500 to the defence.

Mr Nicol said that *Skin Her Alive* had been written as a result of a real killing in a flat below one lived in by Matti Karki, 19, the band's lead singer. "It was not his [Mr Karki's] intention to inspire people to do anything similar."

After the hearing Mr Karki said that the magistrates' decision was a victory for free speech. Helen Darbyshire, of Article 19, the anti-censorship organisation, said there was no convincing evidence that such records depraved or corrupted. "The best way to address these issues is not to suppress them... but to bring them into the open so they can be discussed."



Jani Allan: impaled on a flame of blue eyes

## Space plane project stalls as funding is cancelled

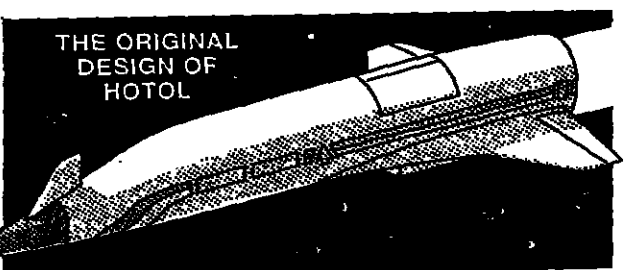
BY NICK NUTTALL TECHNOLOGY CORRESPONDENT

THE dream of a British space plane that would go on space missions and cut the flight time from London to Australia to less than two hours appears to be over. Funding for a revised version of *Hotol*, the revolutionary space plane that British Aerospace space systems had been hoping to build, has been cancelled.

The company's decision leaves the ambitious project dependent on the increasingly fragile budget of the European Space Agency (ESA) whose ministers meet in Madrid in November to discuss future launch systems and other space projects.

Engineers who have fought to keep *Hotol* alive hope that a small amount of money can be found by the agency to keep the project ticking over. However, ESA is in budgetary difficulties. Germany, one of its main contributors, has withdrawn funds to pay for unification.

Whether *Hotol*, which stands for Horizontal Take-Off and Landing, can attract



the cash needed is doubtful, particularly given that other rival space planes claimed to be technologically superior to *Hotol*, such as Germany's Sanger project, are also looking for ESA funds.

*Hotol*, originally planned to fly at several times the speed of sound, has been dogged by controversy. Planned as a plane able to take off from a runway, fly into space, and return to an airstrip, its air-breathing engines designed by inventor Alan Bond and to be built by Rolls-Royce were classified by the defence ministry from 1983 to spring 1991.

Convinced that *Hotol* offered a low-cost solution for deploying satellites and carrying out experiments in weightlessness, BAe space

systems announced last June interim *Hotol*, a nine-month study into a version of the plane that would be launched off the back of a Russian Antonov 225.

Yesterday Dr Robert Parkinson, the engineer heading the project, confirmed that the company had decided to withdraw funding. He said that a core of about six staff would continue with the project in the event that money was forthcoming from ESA.

But it is unlikely *Hotol* will remain British. BAe space systems division is to lay off about 500 staff and has lost out on several big satellite orders in recent years. French-owned Matra Marconi of Portsmouth is in discussions to buy the firm

## Jackson smiles for his fans

BY LIN JENKINS

MICHAEL Jackson flashed his face at the crowd, smiled fleetingly and a bank of telephoto lenses homed in on his nose.

The American pop singer, suing *Daily Mirror* and photographer Ken Lennox over close-up photographs and a story claiming he was a "scarred phantom" as a result of plastic surgery, must have expected the attention when he made a public appearance to mark the start of the British leg of his European tour.

Arriving for a brief visit to Queen Elizabeth Children's Hospital in Hackney, east London, he scurried, head bowed, up the front steps in the wake of Mickey and Minnie Mouse who had joined him from Euro Disney.

The visit was over in less than half the allotted 25 minutes. The singer, preceded by the same pair of mice, ran down the steps to his waiting luxury coach. One of his minders had shouted: "Tell Michael to come out low", and the photographers had been denied an opportunity to provide a study of that face.

## Cerullo fails to perform media miracle

BY RUTH GLEDHILL RELIGION CORRESPONDENT

THE American evangelist and faith healer Morris Cerullo yesterday attempted to work what could be described as his biggest miracle yet — the winning over of the British media.

Dr Cerullo, who believes he is operating under a direct mandate from the Almighty to reach a billion people with the word of God before the end of the millennium, produced evidence of his healing and miracles at a press conference in west London. None of the 26 written testimonies in the glossy press pack was supported by written evidence from doctors.

His mission at Earls Court last

month was criticised by disabled people who objected to posters showing overturned wheelchairs and broken white canes, with the words: "Some will see miracles for the first time." The mission made a loss of about £30,000 after donations of £207,000.

Fired to evangelical fervour by scepticism in the reporting of the event, Dr Cerullo's frustration was obvious. More than 80,000 people had attended, he said. "Over 10,000 people came forward out of their seats, marched down the aisles to receive spiritual healing which we call the miracle of salvation. We received 476 testimonies of people who claimed that in some way or another they

were healed physically." He refused to entertain the idea that he was driven by finance. The Morris Cerullo publishing, training and broadcasting empire is worth £27 million.

He said: "What drives Morris Cerullo is compassion for people. For 44 years he has ministered to the poor, the sick, the neglected and the deprived in Africa, India and Asia. As a mark of his commitment, he was away from his wife on his 41st wedding anniversary."

The healings were not his, but God's work, he said. It was a "total injustice" that he should be criticised for the death of a woman six days after she leapt on the stage at the Earls Court mission.

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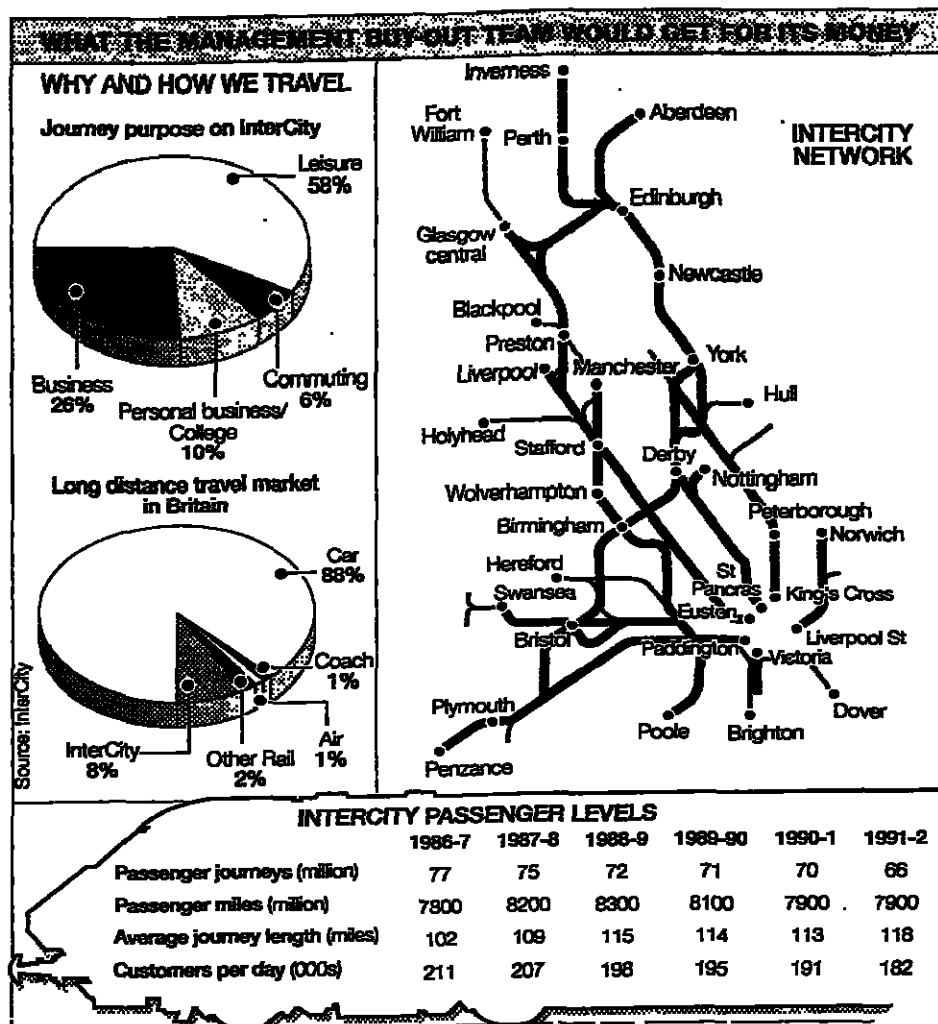
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# InterCity managers oppose fragmentation of network



INTERCITY, British Rail's profitable national passenger network, is to seek private-sector partners to help run passenger franchises in an attempt to preserve the brand name and business.

Convinced that a fragmented network would deter private investors from participating in the government's rail privatisation plans, senior InterCity managers are determined to fight for the preservation of an organisation that has been built up over the past two decades, and plan to mount management buy-outs.

While the form of the proposed franchise has yet to be decided, rail planners have been drawing up a series of options, including a single national franchise for all InterCity services, an InterCity organisation with different private-sector partners on each of the five main routes, and the creation of independently owned franchises that subscribe to the InterCity brand name.

A single national franchise, in which InterCity could have one or a number of private-sector partners, would be likely to meet stiff opposition, however, on the grounds that it simply transfers InterCity's long-distance passenger monopoly from the public to the private sector. A single franchise would also run counter to the recent rail privatisation white paper's preference for the InterCity network to be broken up into its five component parts: the West Coast, East Coast, Midland Cross Country, Great Western, and Anglia & Gatwick main lines.

BR line chiefs are at odds with rail planners in wanting their express monopoly to survive transfer to the private sector, Michael Dynes reports

An alternative would be for InterCity to seek different private-sector companies to act as joint venture partners or institutional backers on each of the five main routes. That would enable rail managers to preserve the integrity of the network, while at the same time introducing "private sector management, culture, disciplines and incentives" into the provision of passenger services, as required by the white paper.

Similarly, a more decentralised franchise option, also under consideration, envisages the creation of five wholly independent franchises, where the franchisees would be required to subscribe to the InterCity brand name for marketing and timetabling purposes.

The InterCity business,

which last year generated profits of £2 million on a turnover of just under £1 billion, represents 8 per cent of the market for long-distance passenger travel, which is subject to ferocious competition from cars, coaches, and air transport. InterCity's disappointing financial performance was, however, to be expected in a recessionary climate where there has been an overall decline in the number of passenger journeys, and where business executives have been switching from first to second-class travel to save money.

InterCity's top management team, which is made up of Chris Green, the managing director, and the five route directors, Brian Burdall (East Coast), Ivor Warburton (West Coast), Richard Brown (Midland Cross Country), and Andy Cooper (Anglia & Gatwick), have only just begun to explore the possible options, although all are understood to be prepared to fight hard to keep InterCity's 1,869-

mile network intact. Indeed, some critics of the government's fragmentation proposals fear that a break-up of the national network into the five lines could result in a repetition of the so-called Beeching effect, by which the main trunk routes are deprived of the business generated by feeder lines.

Ministers have, however, long recognised that private-sector companies will be unable to run passenger franchises without relying heavily on BR's managerial and technical expertise. As a result, the rail privatisation white paper envisages a substantial role for BR management and staff, who are to be encouraged to bid for passenger franchises in co-operation with private-sector partners.

By trying to preserve the national passenger network, however, InterCity managers appear to be going far beyond what the government envisaged in the white paper. "The central question facing the railways is whether InterCity is to have a fragmented or an integrated structure," one senior rail manager said. "Competing companies are likely to be less keen about providing loss-making services. An integrated network, however, has a vested interest in cross-subsidising loss-making services, co-ordinating timetable planning for connecting services, and marketing the service as a single product," he added.

Most InterCity managers are convinced that the network stands or falls as a single integrated unit. "InterCity is more than the sum of its individual routes," another manager said. "The InterCity brand name is of considerable value in itself. It is much more than a collection of express services. Potential investors, who will want to see a return on their investment, are likely to be more interested in keeping the network together than in breaking it up into little pieces."



Chris Green



Andy Cooper



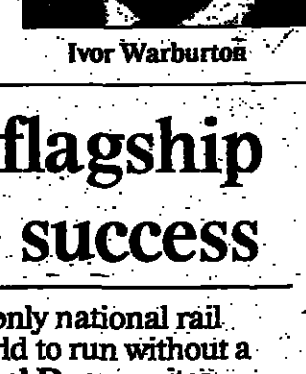
Brian Burdall



Ivor Warburton



Richard Brown



Brian Scott

## Rolling flagship is a rare success

InterCity is the only national rail network in the world to run without a subsidy, Michael Dynes writes

INTERCITY, British Rail's flagship passenger business, is widely acknowledged, even by Britain's ungrateful travelling public, as one of the few success stories of the railway.

During the past five years, InterCity has been transformed into the only national passenger network in the world to operate without government subsidy. It also runs more passenger services at speeds in excess of 100mph than any other railway in Europe.

InterCity has its origins in a management reorganisation dating from the mid 1970s, when a collection of long distance passenger services run by regional railways were given their own brand name. The experiment proved so successful with passengers that virtually every other European railway has since followed BR's example and established its own InterCity service.

Under the wholesale railways reorganisation introduced in 1983 by Sir Robert Reid, the former BR chairman, InterCity was transformed into a proper business sector, along with Network SouthEast and the regional railways, enabling managers to develop the service and lay the foundations of the brand image that has become familiar to passengers.

Earlier this year, InterCity took control of its track, signalling, and infrastructure assets, completing the reorganisation initiated by Sir Robert.

ture will now have to be handed over to Railtrack, the new infrastructure authority, when the government's rail privatisation legislation reaches the statute books some time next year.

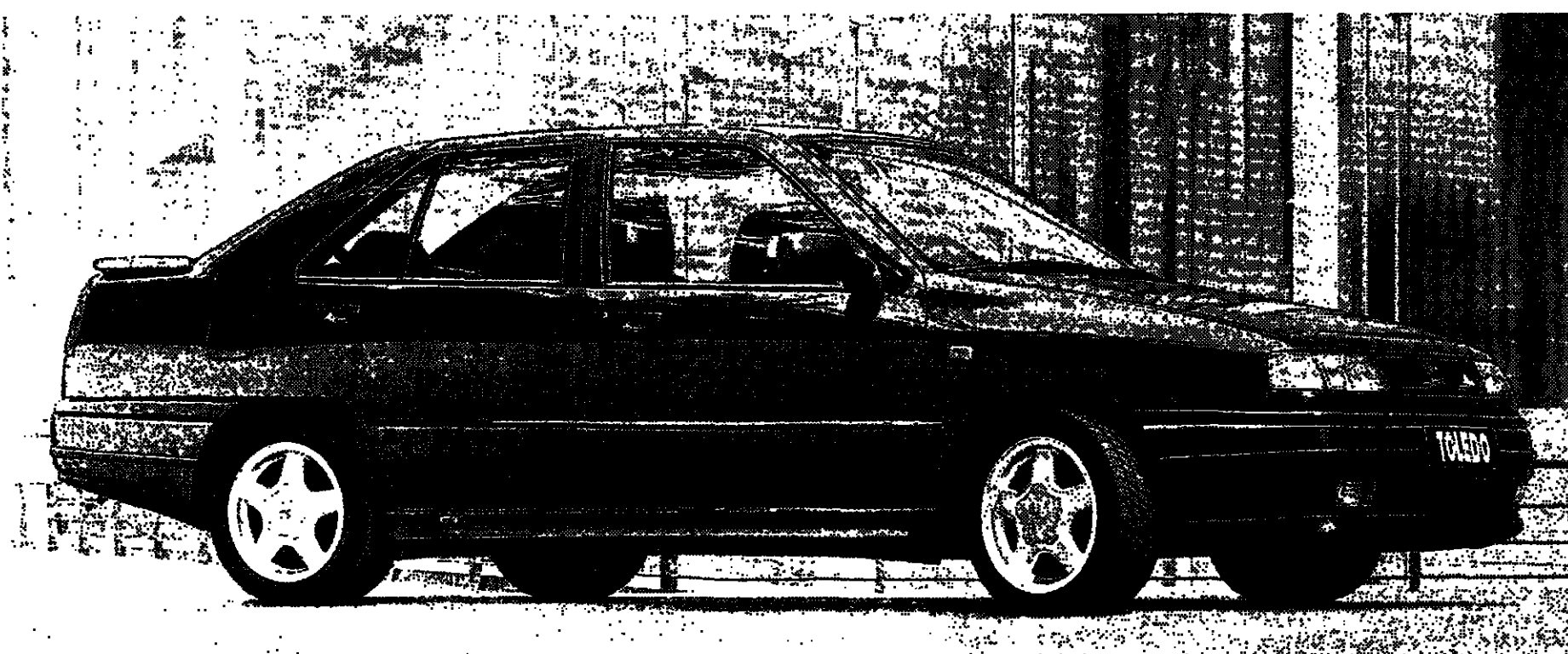
Although InterCity has been in profit since 1988-9, its balance sheet has been hit badly by the recession and its surplus has fallen from £49.7 million in 1990-1 to £2 million in 1991-2.

That is widely seen as a poor performance on an asset base of £2 billion with a turnover of almost £1 billion, although the figures do put InterCity into Britain's top 100 companies.

None the less, InterCity managers have been able to oversee new investment worth £1,170 million during the past five years, £700 million of which went into the electrification of the east coast main line between London and Edinburgh. InterCity now has a fleet of 240 trains, including 31 InterCity 225s, which provide 780 separate services a day for its 200,000 daily passengers.

In contrast to similar services in France and Germany, BR's InterCity rolling stock is very rarely idle. One of the ways it has been able to reduce operating costs in the face of a shrinking market has been by making its assets work harder.

Managers now boast that one of the new 225 trains will typically travel 1,000 miles a day. With a life expectancy of 30 years, each train will run 9 million miles before it is finally scrapped — the equivalent of 19 journeys to the moon and back.



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# Lotus to sell model within months

## Gold medal bike sets trend for the 90s

By RAY CLANCY

THE high-tech bicycle that helped to win Britain's first gold medal of the Olympics last night is being hailed by the cycling fraternity as the most important development of this century.

Mike Burrows, who designed the Windcheetah in 1982, has set the trend for the next decade. He said he always believed that the monocoque could be a world beater, but it was only a year ago that Rudy Thomann, a development engineer with Lotus, recognised its potential and took it into the sports car company's factory at Hethel, Norfolk.

"I knew it was the fastest in the world, but I have been ignored by the cycling industry for years," Mr Burrows, of Norwich, said. "Everyone thought you had to make a bike lighter and believed that by doing so it would go faster. That's not the case. You have to make it more streamlined, more aerodynamic."

Patrick Peal, of Lotus, said that the Windcheetah could be available within six months. "The design is perfect for all types of high-speed racing and we plan to branch into the leisure market. We are looking for manufacturing, production and retailing help."

Cycling historians believe that Mr Burrows' design is the big innovation of the century. "The modern bicycle as we know it is not new," John Pinkington, of Erdington, Birmingham, said yesterday. "The innovations date back to last century. Advances in gears, brakes, tyres and frames are based on designs that already existed."

In 1985, after seeing Mr Burrows' prototype, he predicted that the Windcheetah would set the world trend for the next century. "Either this style of bicycle will be available to millions or it will become a toy of the rich, something too expensive for

the average rider and that would be the death of it," he said. Lotus has indicated that the racing model would cost between £3,000 and £5,000.

Cycling, which became a popular pastime in the 1890s, is enjoying a renaissance, with adult riders paying £250 on average for a machine. The number of bicycles sold has grown from 600,000 a year in 1970 to 2.2 million in 1991. David Collins, of the Bicycle Association of Great Britain, said: "It is big business. People are more concerned about their health and the environment. Cycling as a sport and a leisure pursuit has grown from strength to strength."

Nobody knows who invented the first bicycle but historians generally point to the Draisienne, designed by a German, Baron von Drais, in 1817 as the first commercial model. It became known as the hobby horse in England and was propelled along by the feet on the ground. It had no pedals.

The next development came from Kirkpatrick Macmillan, who put pedals on the rear wheel of the bicycle in 1840. Macmillan rode his machine 70 miles from his home in Kilmarnock and Glasgow, to Glasgow in 1842. "This was a very important development but it was not a commercial success," Mr Pinkerton said. Macmillan, alas, was fined for "furious driving" when he knocked down a child.

The first big seller was the velocipede invented by Frenchman Pierre Michaux in 1861. The Coventry Sewing Machine company secured an order to manufacture the bicycles for the French market but the outbreak of the Franco-Prussian war meant that they were sold in England instead.

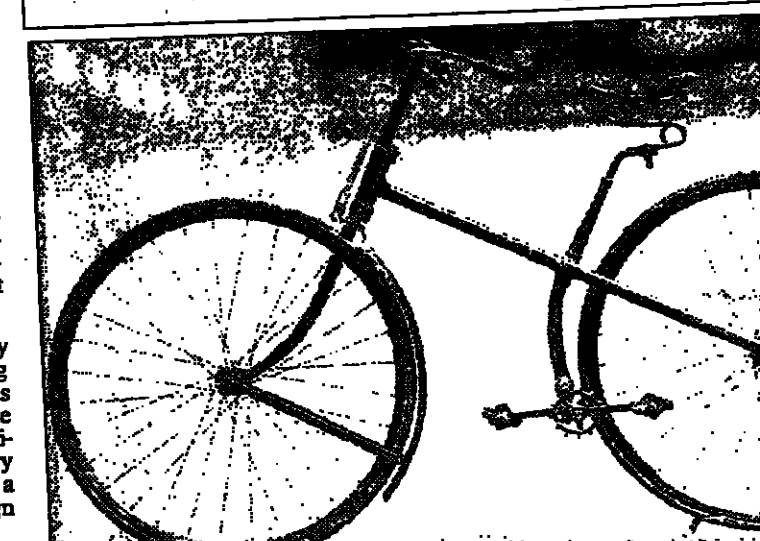
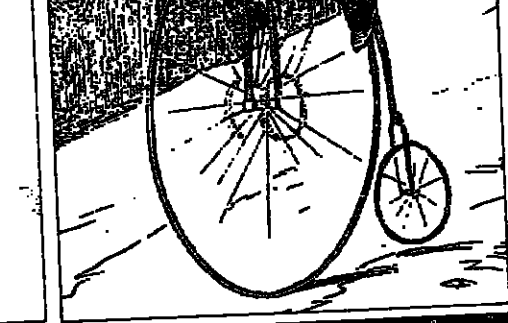
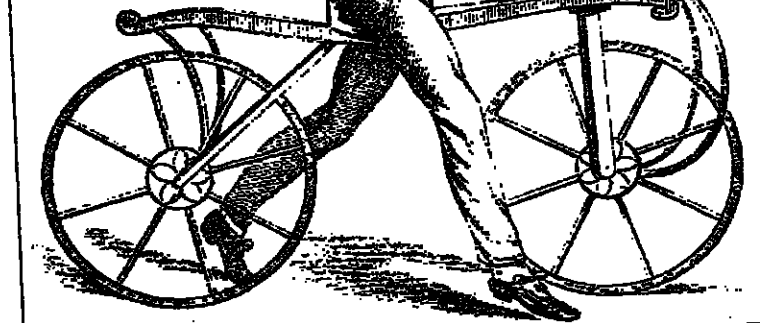
In 1870, John Starley invented the tension wheel with

wire spokes, a metal rim and rubber tyre instead of the earlier wooden wheel. The front wheel was made larger and the high bicycle, or penny farthing as it was later nicknamed, became popular.

Starley's nephew, John Kemp Starley, made the most important innovation in 1885 when he developed the Rover, shaped like a modern bicycle with equal-sized wheels and a rear chain drive. The Cyclist, a popular paper of the time, described it as "setting the fashion". In the 1890s, everyone who could afford a bicycle had one and almost every town and city had a cycle club.

The next innovation did not come until 1962 when the engineer Alex Moulton introduced the small-wheel bicycle with its rubber suspension. It was adjustable to suit most heights.

Within a few years every manufacturer was producing a small-wheel bicycle. It was the first new design since the Rover. Moulton also experimented with revolutionary designs. In 1959, he built a monocoque, but the design was never pursued.



British medals, page 1  
Leading article, page 13  
Boardman's gold, page 30

Building up speed: early bicycles progressed from no pedals to the penny farthing, before reaching the invincible, below left, that first inspired Mike Burrows. Later innovations included the small-wheel designs.

## Riverbed killer identified

By NICK NUTTALL  
TECHNOLOGY  
CORRESPONDENT

AN ALGAE that rises from riverbeds to kill fish before returning to the sediment has been identified by scientists.

The researchers, who discovered the poisonous organism by chance, believe that the algae could be a key cause of a rising number of mass mortalities of fish in estuaries in Europe, America and other parts of the world.

The discovery, details of which are published in *Nature*, has been made by scientists at the North Carolina State University in Raleigh, North Carolina. The team claims that the algae, a dinoflagellate, is a new species. Its existence was uncovered when aquarium fish suddenly died a few days after water collected from the Pamlico river was put into their tank. Within two hours, the algae changed into non-toxic forms, or cysts, and settled on the tank's bottom.

During the death in the river of one million Atlantic menhaden, a type of herring, the scientists found swarms of the microscopic algae in the water. Less than one day later, few toxic algal cells remained.

The algae's ability to change swiftly from a poisonous to a benign form may be why its link with mass fish deaths has never before been uncovered, the scientists suggest.

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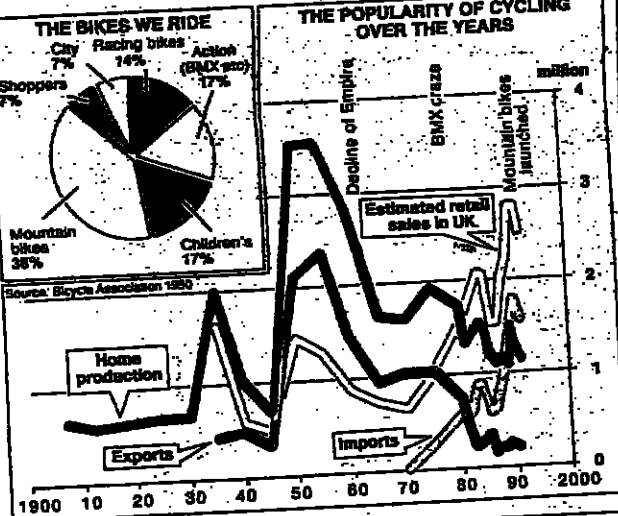
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### NEWS IN BRIEF

#### Friend shot Gulf soldier

The first allied casualty of the Gulf war was killed by a bullet from a rifle being cleaned by his friend, an inquest at Oxford was told yesterday.

A verdict of accidental death was recorded on Pte Shaun Taylor, 20, of Stourbridge, West Midlands. A court martial had found Pte John Williams, the man who shot him on February 25, 1991, guilty of negligence.

#### Railman killed

Stuart Vine, 29, a British Rail engineer, was killed yesterday as he worked on track at Christchurch railway station, Dorset. It is believed that a crowbar he was using sprang back into the air, breaking his neck.

#### Pasties plot

A man who threatened to contaminate pasties unless the makers, Ginsters, paid him £2,500 was jailed for four years yesterday by Plymouth Crown Court. Geoffrey Moore, 66, of Exmouth, Devon, admitted blackmail.

#### Spitfire crash

A Spitfire pilot escaped unhurt after his plane crashed at an airshow in north Devon. The plane overshot the runway and nose-dived as it tried to take off during a Battle of Britain flypast before record crowds at RAF Chivenor.

#### Inquest opens

An inquest into the death of Dr Elizabeth Howe, 34, the Open University lecturer who was found dead with stab wounds after arriving to teach at a York University summer school, was opened and adjourned in York.

### Castle to stage civil war show

By LOUISE HIDALGO

THE Royal Armouries' touring display of English Civil War arms and armour, sponsored by *The Times*, reaches Nottingham Castle this weekend. At the castle, 350 years ago next month, King Charles I raised the standard in declaration of war against Parliament.

The firing of a replica seventeenth century cannon in the castle grounds will salute the exhibition's opening, on Saturday, in the latest stop on its tour of sites significant in the Civil War. The historian Lady Antonia Fraser is to open the display and a second exhibition, staged by the castle museum, on the role of women in the seventeenth century.

More than 65,000 people have already visited the armour exhibition, which marks the 350th anniversary of the start of the Civil War and is the first travelling display to be presented by the Royal Armouries, England's oldest museum. It features more than 60 items from the collection that are normally kept in the Tower of London. They include Charles I's gilt armour, considered the finest Stuart armour in existence and play cannons made for his son, later Charles II.

The exhibition is to stay in Nottingham until September 20. It will open at the Foregate Museum, Worcester, on September 26, and be at the Corinium Museum, Cirencester, from January 9 to March 28.

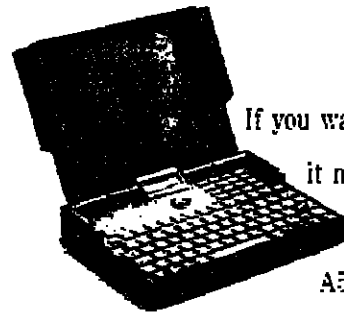
The Sealed Knot group, which re-enacts Civil War events, is to stage a raising of the standard at Nottingham Castle on August 22.



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BY PHILIP WEBSTER, CHIEF POLITICAL CORRESPONDENT

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# Risk of ITV enquiry halts launch of new series

BY MELINDA WITTSTOCK, MEDIA CORRESPONDENT

THE commissioning of new dramas and comedies to replace tired hits on ITV after autumn next year could be further delayed because the Office of Fair Trading is considering a challenge to new networking arrangements.

The range and quality of ITV programmes from early 1994 is already threatened by the network's failure to find a chief executive to run its new centralised commissioning system.

The OFT is concerned that some aspects of that system are anti-competitive. Sir Bryan Carsberg, director-general, is understood to object to the extent of control that the 15 ITV companies will retain over the £500 million annual network budget, despite legislation stipulating an end to ITV's programme supply cartel by January 1. He is thought to favour the imposition of modifications to give the ITV chief executive and network director more independence to choose what programmes to commission.

Months of delay in finding a chief executive have already put commissioning on ice, and even if ITV soon fills the £230,000-a-year post, intervention by the OFT could lead to further uncertainty and delay. With a minimum of a year required to put a new drama on the air from the time it is commissioned, it is feared that ITV will be forced to broadcast extensions of present programmes and a higher proportion of repeats.

The situation will be compounded if ITV executives oppose OFT modifications. The problem would then be referred to the Monopolies and Mergers Commission, which would take at least a year to investigate.

"The screen won't go blank, but there's no question that this poses a real threat to the quality of programmes," said one ITV executive. "There will be a tendency not to refresh the schedule because new programmes require much more thought

than repeat orders. It could get very serious indeed by January 1994, when major pieces like *Inspector Morse*, and some of next year's new stuff that doesn't wash, will need replacing."

With commissioning ground to a halt, independent production companies are now facing financial difficulties, while several ITV companies have been forced to borrow money to produce programmes that in the end might not be commissioned. Meanwhile, neither the OFT nor the Independent Television Commission (ITC) are prepared to allow ITV to extend interim scheduling arrangements covering the first eight months of next year.

The new arrangements were required by the 1990 Broadcasting Act to encourage competition in the industry by depriving ITV companies of the right to schedule their own programmes and allowing Britain's 900 independent producers to compete directly with the broadcasters.

But the OFT, which next week publishes its views on which parts of the arrangements it believes are anti-competitive, is concerned that a loophole preventing the network chief executive from commissioning a programme without an ITV company's approval might impede independent producers' access to the schedule.

John Woodward, chief executive of Pact, the independent producers' association, said: "It is a conflict of interest for the ITV companies to decide between their own programmes and those made by independents."

The OFT will next month begin a second consultation process during which it will examine whether the arrangements have any "benefits outweighing anti-competitive effects". It will consult ITV and the ITC, which approved the new system in May, before making a final ruling on December 3.



Under observation: populations of red grouse, seen here in a painting by Archibald Thorburn (1860-1935), are the subject of a new "bible" for moor owners

## Nature's killers the biggest danger to red grouse

THE first "bible" for Britain's grouse moor owners since Lord Lovat edited his seminal work, *Grouse in Health and Disease*, more than 80 years ago was published yesterday. It will offer advice on long-term maintenance of red grouse populations into the next century.

Although the 240-page *Grouse in Space and Time* lacks the elegance of Lord Lovat's leather-bound tome of 1911, it is the product of 12 years' research. The author, Peter Hudson, manager of upland research for The Game Conservancy, concludes that regeneration of declining populations of *Lagopus lagopus scoticus* requires the widespread cull-

ing of foxes and the control of disease.

The research was prompted by the decline in red grouse during the mid-1970s caused by poor weather, disease and the rise in foxes that accompanied a burgeoning rabbit population after the ravages of myxomatosis. Afforestation and over-grazing by sheep and deer contributed to the decline in red grouse.

Dr Hudson said that the numbers of grouse shot on managed moors, chiefly in northern England and Scotland, had fallen by about 40 per cent in 40 years. Rather than simply being seen as providing a pastime for shooting parties, it should be

Foxes and disease must be quelled to save the red grouse, a new book says. Kerry Gill considers the fate of a bird laying a golden egg for rural areas

recognised, he said, that the red grouse was essential to maintain habitats for many wild birds, ranging from golden plover to wheatear.

Moreover, spending on grouse management and shooting in Scotland was almost £21 million a year and created the equivalent of 2,300 full-time jobs. The Royal Society for the Protection of Birds acknowledges that, but for shooting, many managed upland moors, so

important for wild birds, would have been lost.

With the approach of The Glorious Twelfth, owners of Britain's 459 grouse moors will be assessing once again the effects of predators and disease. Dr Hudson said that a large reduction in the number of birds would probably be seen, demonstrating the critical position that the birds were in. Despite a mild end to winter, the early spring had been bad, curb-

ing hens from laying, and in some areas, heather moorland was being lost at the rate of 4 per cent a year. Dr Hudson said: "There will be some places that will be very good, but, moving back up to the Highlands, I think we are going to see something like a 20 per cent reduction, and some places will be disappointed."

1950, there had been only a 13 per cent increase in foxes killed since 1965.

The book will be sent to the Scottish Office and to Scottish Natural Heritage. Grouse shooting, Dr Hudson said, was important to maintaining multiple land use, with shooting, sheep farming, stalking, conservation and tourism.

The average annual bag has fallen to 250,000 grouse in Scotland, and 450,000 for all Britain, a far cry from the times between the two world wars when bags exceeded 800,000. The number of upland keepers employed on Highland estates has fallen to 15 per cent of the turn-of-the-century total.

## Hairdressers a cut above in high street popularity poll

Unhelpful and rude staff are a pet hate for Britain's shoppers, writes Michael Horsnell

HAIRDRESSERS are the best of the high street shops, according to shoppers surveyed by the National Consumer Council. DIY stores, laundrettes and furniture stores are the worst. Although shops are struggling for business in the recession, the survey found little change in customer care over the past 12 years.

However, even the worst of them are as good at customer care as the best of public utilities such as the gas industry, says the council, which was established by the government in 1975 to provide an independent voice for consumers.

Consumers' expectations of public services have been raised substantially as a result of the citizen's charter, although people will continue to get what bureaucrats think they require unless they are consulted beforehand about their needs, the council says, in a call in its annual report for big improvements.

Consumer Concerns 1992, the results of a Mori poll of 2,000 shoppers at 17 different types of high street shop, published today, shows that 94 per cent believe the local hairdresser offers a very good or fairly good service, the chemist receives the approbation of 92 per cent, the shoe repairer 91 per cent, photo developing services 87 per cent, and dry cleaners 86 per cent.

At the other end of the scale, the DIY store is praised by only 66 per cent, the laundrette and the furniture store by 67 per cent.

Two in five shoppers named slow, unhelpful, uninterested or rude staff who knew little about what they were selling as a pet hate about the service in shops. A similar proportion reported they had returned goods in the past 12 months, a quarter of whom complained that the goods were damaged or faulty. Most shoppers got their money back, which is their right, but 17 per cent reported that shops were at first unwilling to do this, and 7 per cent said they were never given a refund or exchange of goods.

That was an improvement

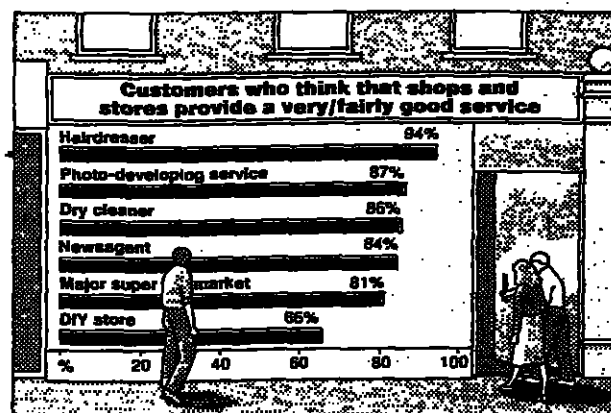
course, when it comes to the monopoly and near-monopoly public utilities, discontented customers can't take their business elsewhere. That's why it is so important that the citizen's charter should bring about real changes in the way that the public utilities treat their customers, not just cosmetic ones.

"As we have said repeatedly, it is essential to ask consumers of monopoly utility services what their needs are before setting service standards. Otherwise, consumers are all too likely to end up getting what the bureaucrats want to give them, rather than what they really want."

In a foreword to the consumer council's annual report for 1991-2, also published today, Lady Wilcox adds: "We warned early on that the charters could bring no overnight gains for consumers — and this has proved to be the case."

"We want to see substantial improvements including: detailed prior consultation with users, explicit service standards, written user contracts for every service, penalties for service breakdowns, effective consumer redress and compensation, independent representation of users' views and extensive publicity for users' rights and service performance."

Consumer Concerns 1992 (National Consumer Council, 20 Grosvenor Gardens, London SW1 WODH; £5). The annual report is free from the same address but an A4 envelope should be enclosed with the order.



### NEWS IN BRIEF

#### Brother cleared of murder

A man who beat his alcoholic brother to death after caring for him for 20 years was cleared of murder yesterday. Roger Billington, 49, was put on probation for two years after being convicted of manslaughter on the grounds of provocation and diminished responsibility.

The jury at Leicester Crown Court was told that Billington, of Leicester, had made enormous sacrifices to look after his brother Terry, 46. Last October, a day after his brother had fooled him into believing that he had stopped drinking, Billington returned from work to find his brother in a drunken stupor. He clubbed him to death with an iron bar.

#### Payout agreed

Curtis Shaw, 9, of Bolton, Greater Manchester, who suffered brain damage when hit by a car six years ago, will receive up to £21 million damages if he lives until he is 68 under a structured settlement agreed in the High Court yesterday.

#### Yachtsman dies

The body of Bernard Rains, 51, who went missing while sailing, was found washed up on a beach at Mersea Island, Essex, yesterday. Coastguards launched a search for Mr Rains, from Whitstable, Kent, after his empty boat was found on Tuesday.

#### Plot backfires

A woman who plotted her husband's death after he had an affair was jailed for five years at Leeds Crown Court yesterday. Susan Gill, 39, of Shipley, West Yorkshire, was convicted of soliciting an undercover policeman to murder Michael Gill, 29.

#### Sprouts sold

The Irish Republic's first home-grown Brussels sprouts of the season were sold in Dublin for more than £4.50 each. A hotel paid £14,000 (£375) for a box of 80 grown by Niall McDermott, 13, of Dublin, who gave the money to a hospital.

B<sub>1</sub> B<sub>2</sub> B<sub>3</sub>  
B<sub>5</sub> B<sub>6</sub> B<sub>12</sub>  
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EXPERTS IN VITAMINS

10/10/10



## Colombian president calls in US planes to hunt for Escobar

AMERICAN military aircraft yesterday joined the search for Pablo Escobar, the escaped leader of the Medellín drug cartel. The aircraft, whose mission was requested by President Gaviria of Colombia, used infra-red and other detection devices.

As the list grows longer of officials, soldiers and prison guards sacked by the Colombian government following Escobar's escape last week, the hope of capturing him further faded. President Gaviria has so far dismissed the national director of prisons, the chief of the air force, an army general, the jail's warden and assistant warden, and 26 prison guards. It is widely believed, many of them were bribed by Escobar, their replacements should be a comfortable one. Twelve soldiers have also been arrested on suspicion of helping Escobar and nine of his lieutenants to slip out of their hilltop prison overlooking Medellín eight days ago.

The latest casualty of the government purge is Eduardo Mendoza, the assistant justice minister, who was one of the three government officials apparently taken hostage by the prisoners during their escape. After the other officials were released, Señor Mendoza appeared on Colombian television looking, some said, distinctly untroubled.

Th president's office said only that Señor Mendoza was being relieved of his job because he had been given permission to go to the jail to inform Escobar that he was being moved to a military prison but was not told to enter the prison compound. When Señor Mendoza and other officials did enter the jail, they were taken prisoner.

In the wake of the escape, he has been passed with speed. Gustavo Pardo, the sacked general who was in charge of prison security, appeared on television to say that he had played any role allowing the prisoners to escape and blamed the incident on "a few treacherous

The drug lord's escape has led to a rash of dismissals, writes Ben Macintyre from Medellín



soldiers". He said: "We had soldiers posted every six yards around the jail. It is only because of the army traitors who opened the door to the jail that the escape happened."

General Pardo and 200 soldiers had accompanied the government official to Envisado jail to ensure that Escobar and the 14 other members of the Medellín cartel were moved to another, more restrictive prison.

The Colombian government has been severely criticised for its lenient policy towards the drug lords. Escobar finally agreed to surrender in June last year on condition that he and his associates were kept in Envisado prison, a ranch house belonging to Escobar, which proved a most convenient venue from which to continue running his drugs syndicate.

The failure of the government to recapture Escobar, despite a huge search operation by specially trained police units, and the frantic buck-passing that followed his escape have hardened the already cynical attitude of many Colombians. "He could be back in Envisado prison and the government would

not know," said one Medellín resident.

Negotiations between the escaped drug lord and the government now appear to have broken down. Escobar has said through his lawyers that he is prepared to surrender under certain conditions, but the president has insisted that any surrender must be unconditional. That may change.

"Every hour that Escobar remains free weakens the bargaining position of the government," said a Bogotá diplomat. "Eventually the government may have to cut a deal, which is sure to be to Escobar's advantage."

The cards are stacked firmly in Escobar's favour, and the government may soon be forced to admit that his whereabouts are completely unknown. One theory is that he may be safely ensconced in Envisado itself. Escobar's home town just below the prison, where he is viewed as a local patron and protector; another is that he is somewhere in the mountainous jungles west of the city.

The latest rumour doing the rounds in Medellín is that he has left the country and is now under the protection of Sendero Luminoso (Shining Path) guerrillas in Peru, whose links with the narcotics trade make them natural allies. In the town of Envisado, Escobar's stock has reached an all-time high. "No one knows where he is," said a winking barman in the town that Escobar made prosperous. "And if they did know they wouldn't say. Pablo will come back maybe when he has had a good rest."

Guatemala City: The human rights office of the Roman Catholic Church said that it has recorded hundreds of cases of political murder and other rights violations so far this year in Guatemala, including 190 "executions" not sanctioned by the courts, and 209 assassinations.

Drug dealers' home, page 12



Britain accused: Andrew McGarrity, a Londoner, sitting with a display of 2.8kg (6lb) of heroin in a press conference at the Bangkok anti-crime office. The Thai authorities arrested him at his hotel room on Monday for allegedly having the drugs in his possession

## Coup attempt collapses in Madagascar

By OUR FOREIGN STAFF

A SMALL armed group of soldiers took over Madagascar's state-run radio station yesterday and announced that they had staged a coup and established a "committee to rescue the nation". But the poor and sleepy Indian Ocean island nation did not feel the need for such radical measures and decided to ignore its would-be saviours.

The coup attempt, which was bizarrely reported in advance by the local press yesterday, might have succeeded if not for the "incredibly peaceful nature of the Malagasy" people, a diplomat in the capital, Antananarivo, said. President Ratsiraka, who has ruled since 1975, is deeply unpopular.

Witnesses said that about eight gunmen were arrested as they left the station.

## Maputo drought gives peace a chance

FROM SAM KILEY IN MABALANE, MOZAMBIQUE

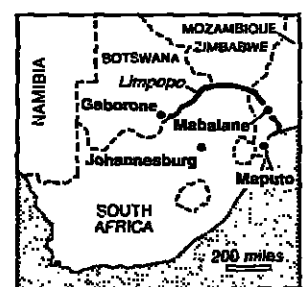
THE great grey-green, greasy Limpopo River has run dry. The river, which begins near Gaborone, in Botswana, vanishes at Mabalane, in Mozambique, nearly 150 miles from the coast.

Goats graze on scrub growing on its parched sandy bed, while locals dig 20ft beneath the sand to reach pools of greenish slime, which are the only water source for the once verdant farmland around. Further downstream, the Indian Ocean has started to flow up the course of the Limpopo, destroying crops with its salt. Farmers desperate after a 90 per cent crop failure as a result of the worst southern African drought on record have started to irrigate their land with sea water. The United Nations World Food Programme estimates that 3.1 million people are in danger of dying of thirst or hunger as a result of the drought in Mozambique.

Ironically, the drought may also be responsible for bringing peace to Mozambique after 16 years of civil war between Mozambique's Frelimo government and Renamo, the right-wing Mozambique National Resistance movement. President Chissano and Afonso Dhlakama, the Renamo leader, have agreed to meet for the first time on Monday to discuss a ceasefire. Their meeting owes as much to two years of peace talks in Rome and a separate diplomatic effort by President Mugabe of Zimbabwe and "Tiny" Rowland, the chief executive of Lomro, as it does to the fact that the drought and attendant famine means neither side can afford to go on fighting for much longer.

Thousands of people held in areas of Mozambique occupied by the rebels are fleeing the combined effects of drought and war to govern-

ment-held territories, where there is a better chance of getting food aid. The migration has undermined the power base of the rebels and has forced them to agree to allow relief agencies to distribute food behind their lines along



so-called corridors of peace. Meanwhile, the government's army has begun to fray at the edges, according to diplomats. In December, the British-trained Nyanga battalion hijacked a train carrying food along the Limpopo railway.

Pay comes irregularly to soldiers serving in areas remote from Maputo, the capital. As a result attacks on people living on the edges of the bigger cities, which were more attributed to Renamo, are now as often blamed on hungry soldiers.

The civil war has so disrupted food production in Mozambique that in Mabalane, the few farmers with access to water for irrigation booby trap their fields with mines at night to protect their meagre crops from bandits.

"The drought is a catastrophe which may in the long run turn out to be a godsend if it forces a genuine ceasefire out of both sides," said a senior Western diplomat based in Maputo. He added that the main fear was that both sides may seize upon a ceasefire and free food aid to rearm. "If that happens Mozambique's last chance of peace will have been missed."



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# Honecker keeps up pose of the street-fighting man



Margot Honecker, vocal campaigner

ERICH Honecker, the former East German leader, raised his elderly clenched fist in the traditional salute of the Red Front communist street fighters of the 1930s as he left the Chilean embassy in Moscow yesterday to be returned to trial in Germany.

It was a gesture clearly intended to remind the world of his anti-Nazi record and reiterate his recently expressed view that the Bonn government's determination to place him before a court is akin to the Nazi witch-hunt of communists and shows the new Germany to be what he called a "fourth Reich".

Since his fall from power in October 1989, Herr Honecker has exhibited a quick-fused grasp of strategy and manipulation of which his elders in the Saarland Com-

For all his scheming and pleas of ill health, the former communist leader has been returned to Germany where he will answer for his shoot-to-kill orders, Anne McElvoy writes

munist party of the Weimar republic would be proud. He has pleaded terminal illness, an inclination to suicide and engaged top East and West Berlin lawyers to save him. But yesterday he finally lost his battle after the Chilean authorities caved in under pressure from Bonn and handed him over. Last night he was taken via the western Berlin airport of Tegel to Moabit prison to await trial on 49 charges of manslaughter.

In April 1945, Herr Honecker, who escaped from a Nazi jail, went to the Soviet sector of Berlin to meet up

with the Ulbricht group returning from Moscow to administer the Eastern zone. Those former communists who knew Herr Honecker in the early post-war days considered him diligent, shy, but far from brilliant. Wolfgang Leonhard describes him as having had "the main characteristics I would consider essential for success as a young functionary: absolutely average intelligence coupled with zealous devotion to the idea of communism".

He established himself as East Germany's crown prince by overseeing the building of

the Berlin Wall on August 13, 1961. Orders bearing Herr Honecker's signature and calling for "ruthless use of firearms to prevent infringement of the state border" are deemed by the justice authorities to be strong enough evidence for manslaughter charges based on the deaths of nearly 200 escapees killed at the wall or along the inner-German border.

Herr Honecker, who succeeded to power in 1971, was ousted in October 1989.

The united Germany brought charges against him in December 1990, but the

Soviet military whisked him into a well-guarded clinic in the countryside from where he was flown to Moscow in March 1991, supposedly for heart treatment, in reality to be given asylum by his Soviet masters.

The demise of communism in the Soviet Union after the failed coup attempt of August last year looked set to deliver Herr Honecker to the German justice authorities. When Russia issued an ultimatum ordering Herr Honecker and his wife and former education minister, Margot, to leave their flat, they fled to the Chilean embassy where the ambassador, a friend of the Honeckers from the days when they had offered socialist exiles asylum after the Pinochet coup of 1973, offered him protection, sparking a diplo-

matic row between Bonn and Santiago.

Since then Frau Honecker has taken up her husband's campaign, claiming that he is too ill to be moved from Moscow. Herr Honecker has appeared on German television reading prepared statements defending his actions as East German leader, but was often seen to be prompted and corrected by Frau Honecker. Continuing her supportive role, she accompanied him back to Germany yesterday. Just what ails Herr Honecker will be ascertained in a preliminary health check in Berlin. He now seems to have accepted his battle with history will be continued in court and not at the safe distance of a diplomatic residence.

Honecker back, page 1

## NEWS IN BRIEF

### French unearth nuclear dump

Paris: The French authorities have launched an urgent inquiry into a dump of radioactive waste discovered on the site of a disused factory in Alsace which is also suspected of leaking highly toxic beryllium into the surrounding area (Charles Bremner writes).

As alarm spread in the local community, the prefect of the Savoie department has ordered the state-owned Pechiney aluminium company to seal off the dump at La Fraz, in the district of Frenay, and put it under permanent guard. The health ministry is also examining records of previous decades in search of signs that inhabitants may have been poisoned by beryllium, a metal, not itself radioactive, used in the aluminium and metal industry and produced at the factory. It is highly toxic if absorbed in even tiny doses.

Police and experts from the atomic energy authority discovered a high level of radioactivity emanating from the dump, which was covered by concrete cap measuring about seven square metres while they were collecting earth samples for beryllium analysis last week as part of a judge's investigation into the death from beryllium poisoning of Elsa Bellin, 43. Her husband worked at the plant, which Pechiney closed in 1982 and handed over to the Affirap company that went bankrupt last year, leaving 2,000 tonnes of noxious nitrate and chloride salts.

There was no explanation for the radioactivity, which was ten times the normal level on the surface — not considered dangerous — in the Savoie valley some 25 miles east of Grenoble. Pechiney confirmed this week it reduced beryllium and alloy at La Fraz and near-by Calvy.

Moving quickly to defuse a growing scandal, Pechiney pledged this week to speed up a clean-up of the La Fraz factory and said it was introducing a meticulous search into the likely sites where beryllium and other toxic wastes were left in earlier decades in Savoie. Pechiney confirmed this week it reduced beryllium and alloy at La Fraz and near-by Calvy.

### Keeping peace

Moscow: Peacekeeping Russian troops have moved to the former Soviet republic of Moldova to try to quell ethnic fighting between Moldavians and Slav separatists in the breakaway region of Transnistria. (Reuters)

### Protest strike

Beirut: Lebanon was paralysed by a protest strike on the country's economic difficulties. There is also popular anger over the decision to hold parliamentary elections before Syrian forces pull out of Beirut in September.

### Priest capture

Manila: Philippine police have captured a high-ranking communist guerrilla priest and 12 comrades. Father Cirilo Ortega headed part of the group of insurgents who had been active in the region.

### Shared space

Moscow: A joint Russian-French crew boarded Russia's Mir orbital station for a mission designed to save the 15-year-old space base from early demise. The mission will also remove the Soviet flag. (Reuters)

### Flea market

Istanbul: Women breakers of the Istanbul stock exchange have stopped wearing skirts and men are wearing trousers from the waist down, from the waist down, from the waist down. (Reuters)

## Huge refugee influx forces Germany to seek EC quotas

FROM IAN MURRAY IN BONN

GERMANY has a hidden agenda in urging other European Community countries to take in refugees from the Balkans according to a quota system. This is because Bonn views immigration as a matter which the Community should deal with centrally, rather than leaving individual governments to draw up their own rules.

The plight of the refugees is forcing the pace of the argument. Klaus Kinkel, the foreign minister, told the newspaper *Süddeutscher Zeitung* yesterday that Germany could not bear the whole burden, which was why he was pressing the Community to adopt a quota solution. Other countries should react faster, he argued. While Germany had taken in more than 200,000, other countries held back: "This just won't do."

The argument is no more than an extension of the one put by Helmut Kohl, the chancellor, at Maastricht in December. He tried in vain there to win the summit over to his view that once the internal borders of the Community come down, it will be fairer and easier if there is a common policy by which member states share out the burden of vetting, housing and eventually integrating refugees and asylum-seekers.

Herr Kohl has promised to continue arguing the case until the idea is accepted. If he succeeds, the Community will bail his country out of the problems created by the liberal asylum rights written into its Basic Law.

Thanks to this law, Germany has become the pre-

ferred destination for people from all over the world seeking a new life in Europe's most prosperous country. Last year 256,000 arrived and so far this year another 160,000 have done. The difficulties and expense of coping with this huge influx, on top of the problems of unification, explain in large measure the growth of the extremist right.

The government has not been able to do much so far to stop this happening. Despite the introduction of streamlined procedures designed to reduce the time for vetting applicants, any citizen of any country still has the automatic right to apply for asylum in Germany and thousands arrive every month and do so.

Only by altering the constitution can this be prevented but Herr Kohl has again tried and failed to convince the Social Democrats to support the necessary changes. The opposition insists that Germany must remain a country of refuge for the oppressed of the world. The Social Democrats say they will give their essential support to constitutional changes only if the EC first agrees to a common immigration policy, including a share-out of asylum seekers among member states.

The plight of the Bosnian refugees has given Bonn the opportunity to argue the logic for such a policy. If the EC accepts that, for humanitarian reasons, a quota system has to be introduced to cope with the desperate need of these refugees, Germany will have an impressive precedent in arguing for a wider adoption of the same principle.

However, it would be wrong to think that Germany was cynically exploiting the plight of the Balkan refugees to solve its constitutional problems. The spontaneous and generous response of the public in offering accommodation and gifts to the refugees has overwhelmed the authorities. Some areas, including eastern Germany, are already over-subscribed with volunteers offering temporary homes.

● Zagreb: The United Nations was coerced into taking part in the "ethnic cleansing" of Bosanski Novi in Bosnia last week when Serbs threatened harm to Muslims kept in an area of the city surrounded by guards, a UN relief official said yesterday.

Jean-Claude Concolato criticised Serbian authorities in the city as he prepared to leave the office of the UN High Commissioner for Refugees in Zagreb, which he has led since December 1991. "We have been forced to take part in this monstrous policy of ethnic cleansing," Mr Concolato said.

On July 23, about 7,000 fearful Muslims left Bosanski Novi in a UN-organised convoy with the few belongings they could carry. They arrived in Karlovac, Croatia, from where many of them were taken in by Germany. Mr Concolato had wanted to ensure that the Muslims could stay in the homes which their families had held for generations, he said. He tried unsuccessfully to negotiate a deal with the city's Serbian-dominated authorities. (AP)

Refugee crisis, page 1

## Teenagers join up in Bosnia's DIY war

FROM ADAM LEBOR IN SARAJEVO

THE boy had all the awkwardness of adolescence. A gangly teenager, dressed in jeans and trainers, he smiled eagerly with darting glances from side to side as he tried to keep in step with his unit on morning parade. He should have been out playing football and chasing girls, but instead he was going to war.

Like his compatriots standing in attention at the Bosnian military regional command headquarters, he was now a fighter. New recruits at Sarajevo's school for soldiers are up at seven for three hours of exercises, with breakfast at ten followed by a course in shooting and destroying tanks. It lasts a few days before they are dispatched to the frontline, which in this city is almost everywhere.

Heavily outnumbered and outgunned, anyone over the age of 16 is a potential combatant in the Bosnian army. Artists and accountants, musicians and mechanical engineers, everyone who can point and shoot a gun is being drafted into this DIY war. The lucky ones are issued with AK-47 assault rifles and army knives. The less fortunate receive a decades-old bolt action rifle and a screwdriver.

Private militias, ragtag local units, trained soldiers from the former Yugoslav federal army, all these are being welded into a coherent fighting force, even if its soldiers dress in shell suits and running shoes while others wear earrings and ponytails. "We teach them how to fight and how to go to war," said Amir, an officer at the headquarters. "We fight like partisans because we don't have the weapons for any other kind of war. But they have no real time to learn. Their education is on the frontline. They fight because they want to survive, to protect families and Sarajevo."

Morale is high at this ad-hoc military academy. Young and middle-aged men mill about, just returned from the frontline or about to be dispatched. In one corner a soldier in his twenties fills his pockets with hand grenades. The strains of music from the Bosnian army band drifts down the corridors.

In this vicious conflict, relative has been turned against relative and friend against friend. "People I knew before the war and some of my friends are now fighting with the Serbs," said Mustafa, 24. "We caught one of my friends and arrested him and told him to go home, but he went back to the Chekmiks (Croat unit). Don't ask me if I would kill him. I don't like to talk about it. He was a good friend of mine, he slept in my house a hundred times and now he is fighting against me."



Going with the flow: an evening ensemble of emerald green satin dress with a sun-coloured satin cardigan at the Yves Saint Laurent collection yesterday. Haute couture at its finest was on parade in Paris (Liz Smith writes). The tailoring was perfection. The evening dresses were as fluid and sexy as ever.

But the standing ovation for the designer was much more an acknowledgement of the emotional dramas behind the scenes. Rumours circulate about his fragile health and insecurity. His unsteady appearance fuelled speculation he has been unable to put much energy into his work.

## Yeltsin pushes for extra powers

FROM REUTERS IN MOSCOW

PRESIDENT Yeltsin said yesterday that he wanted a new constitution to be adopted in 1993 granting him the right to rule by decree and appoint top executives for a transitional period.

He told a meeting of the constitutional commission in the Kremlin that the existing

constitution hindered Russia's reforms. He presented an eight-point list of proposals, including the abolition of Russia's highest legislature, the Congress of People's Deputies, which impeded Mr Yeltsin's reforms in the past. The proposals would also give the president the right to issue

decrees instead of laws, and appoint government members and personal representatives in Russia's constituent regions.

Realising that the hardline congress was unlikely to pass such a constitution, he said it might be adopted through a referendum next year.

## Italian foreign minister resigns to remain MP

FROM JOHN PHILLIPS IN ROME

VINCENZO Scotti, the Italian foreign minister, resigned yesterday after a decision by his Christian Democrat party on July 7 not to allow deputies to hold ministerial posts.

In a letter to Giorgio Napolitano, the Speaker of the lower house, Signor Scotti said he preferred to remain a deputy and surrender his ministerial position. He had originally offered to resign his post as deputy on July 11. The announcement was made yesterday as the Italian parliament was about to debate his first offer. Last month, the new government of Giuliano

Amato moved Signor Scotti from the interior ministry to the foreign ministry, replacing Gianni De Michelis, a Socialist.

The Amato government comfortably won a parliamentary confidence vote yesterday on an emergency austerity budget. Members of the Chamber of Deputies voted by 318 to 246 to accept the emergency decree designed to reduce Italy's huge budget deficit for 1992 by 30,000 billion lire (£15 billion). Winning the vote was seen as vital to boost international confidence in the government.

## Dingy ballroom puts stars in the eyes of Berliners young and old

FROM ANNE MCELVOY IN BERLIN

AT CLARCHENS ballroom the doorman issues a five-mark (£1.70) ticket with the ceremony of one granting entrance to an exclusive club, addresses the gaggle of women queuing for entrance as "gracious ladies", and follows this with a wink and a "Hope you get lucky" in a broad Berlin dialect.

The customers giggle and hop from one stiletto heel to the other in a state of giddy expectation before entering. Inside the dingy ballroom, couples are waltzing round the wooden floor with varying degrees of elegance. The women are resplendent in

luxur blouses; the men wear stone-washed jeans. All ages are present from the late teens to the late eighties. As the band strikes up Marlene Dietrich's *Falling in Love Again*, the approaches are direct. One Lutheran enquires: "Dance?" His companion is less formal. "You," he says. "Come on."

Clarchens (little Clara, who founded it, is long dead, but the ballroom thrives. "This was the only place for a really relaxed night out in the East — and that was more of an achievement than it sounds," said Helga Schütz,

passing between foxtrots. "You could come here and forget about the daily grind. Of course there were Stasi people about as well, and when we danced with them we'd say, 'Will this be in our file tomorrow, then?' But they used to say, 'This is our night off', and we could believe them."

When she heard that the two Germanys were to be unified, her first worry was whether the ballroom would survive. The majority of Eastern restaurants and pubs have changed image and ownership since the merger or been forced to close as

their clientele discovered the delights of West Berlin's nightspots.

Clarchens, however, is still going strong, cheap enough to cater for the mass unemployed and sufficiently successful to resist the gentrification sweeping the east. It still combines its functions as a stress-counselling service and a marriage bureau in the time honoured, if indecate manner.

"I've lost count of the number of weddings that have emanated from this place," said Georg Trumpf, 30, a regular.



Dietrich: her presence fingers on the nightspot renowned for finding people partners

مكتبة من الاموال



## Baker woos Kurdish rebel factions to discipline Baghdad

FROM JAMIE DETTMER IN WASHINGTON

AS THE Bush administration began to appear unsure yesterday over how to discipline Iraq permanently and ensure that it observes United Nations resolutions, the Democrats began a concerted attack on the White House, claiming that President Saddam Hussein had won the latest showdown with Washington.

Clearly frustrated by Saddam's ability to challenge America and then withdraw before action can be taken, the Bush administration turned to Iraqi opposition leaders yesterday in its search for ways to silence Baghdad. The meeting between James Baker, the Secretary of State, and a six-person delegation of Kurds, Shia Muslims and Sunni nationalists could result in America deciding to support rebel movements in Iraq by providing supplies.

Western diplomats dismissed American press claims that the Gulf war coalition countries have become indecisive about what steps to take against Iraq. They said there was clear agreement among coalition governments that Saddam must be prevented from being able to draw out challenges to the UN and mount escapades similar to his three-week refusal to allow an inspection of the ministry of agriculture in Baghdad.

The coalition allies are now discussing whether to issue through the UN a clear statement of what is expected of Iraq and what action would follow for any violations. "It would not be characterised as an ultimatum, just a statement written in red ink detailing the school rules," said a diplomat.

The Bush administration has increased pressure on the UN to organise another big inspection in Iraq as a way of putting pressure on Baghdad. If the Iraqis balk or again insist on determining the nationalities of the inspectors, the White House is unlikely to be slow in responding firmly.

With the prospect of any immediate military action against Baghdad receding, the Iraq issue is becoming firmly enmeshed with the presidential election campaign. The Democrats were careful at the weekend to avoid criticising the Bush administration on its Iraq policy, fearing that they would be open to attack themselves for unpatriotic behaviour.

Aware that President Bush sees his foreign policy experience as a possible trump card in the election, the Democrats are moving quickly to try to tarnish the Gulf war success. Senator Al Gore, Bill Clinton's running mate, has attacked the president repeatedly for not taking action to halt Saddam's raids on Iraqi rebels in the south.

Yesterday, several Democratic congressmen reinforced Mr Gore's attack. In a reference to Iraq's success in determining the composition of the UN inspection team, Les Aspin, the chairman of the House armed services committee, said: "Saddam Hussein successfully made the non-negotiable negotiable. It looks like he has more to cheer about than George Bush does."

Democrats also alleged yesterday that the Republicans were intent on using the Gulf war issue to further Mr Bush's re-election chances. "Let's point out the obvious. It's 95 days to an election. We have been piddling around for seven months. Why should we get tough now?" asked Dante Fascell, the chairman of the House foreign affairs committee.

American newspapers editorialised on the same lines. The *Washington Post* rejected the White House's claim that it had beaten Saddam. "The president's claim of a cave-in by Saddam Hussein in the latest skirmish over nuclear inspection was just about the opposite of the truth," it said.

Iraqi opposition leaders told Mr Baker yesterday that there is only a remote chance that Saddam will be toppled by a coup. They urged him to supply the Kurds and Shia Muslim rebels with anti-aircraft and anti-tank weapons. Jalal Talabani, a Kurdish leader, told the Secretary of State that Iraq was reinforcing its units in the north in preparation for an attack on Kurdish positions. The Iraqi opposition leaders, who have not agreed a uniform strategy among themselves, also called on Mr Baker to recognise a broad-based provisional government in exile.

The Kurds in the delegation presented Mr Baker with a two-phased plan for a general uprising, involving Kurds in the north, Sunni Muslims in the centre of the country and Shia Muslims around the southern city of Basra. The Kurdish plan also envisages setting up a provisional government, possibly based in the northern Iraqi city of Atil, which would receive immediate recognition from the Western powers.

Yesterday's meeting marked a shift in US policy towards Iraqi rebels. Although there have been low-level Bush administration contacts with the opposition in the past few months, it was the first time a senior administration figure had met leaders in Washington. But one problem facing the Bush administration in helping the rebels is that the opposition in Iraq is split into more than 40 groups, few of whom agree with each other.

L&amp;T section, page 1

## Saddam rebuilds his war machine

Any allied air strike would probably meet more resistance than was offered in the Gulf war, Michael Evans writes

PRESIDENT Saddam Hussein has created a new close-protection security force of 10,000 to 12,000 soldiers to guard him in Baghdad. Latest intelligence information suggests that the move is part of a restructuring of Iraqi divisions in the wake of the end of the Gulf war 17 months ago.

Repaired anti-aircraft systems have also been deployed around all military facilities judged to be potential targets for allied bombers should America, supported by Britain and France, decide to launch a military strike against Iraq in retaliation for its continued breaches of the United Nations ceasefire agreement. Just as Iraq has succeeded in rebuilding many of the bridges and communications sites destroyed during the war, so has the military infrastructure been gradually repaired.

Western governments are aware that some surface-to-air missile systems are working again, and that ammunition manufacturing is operating normally. Western experts believe Iraq continues to be self-sufficient in conventional ammunition and may also have a capacity to produce selective spare parts, although there are likely to be shortages, especially for Soviet-made fighter aircraft. There appears to be no evidence that military spare parts are coming in from Jordan.

Up to 150 Iraqi fighter planes have been engaged in intensive training since April. The aircraft have included about 20 Su25 Frogfoots, 30 Su20 Fighters, and several MIG21 Fishbeds, MIG29 Fulcrums, and MiG27s.

This is theoretically in violation of the ceasefire agreement which banned all flights of Iraqi fixed-wing aircraft. Since April, when Iranian fighters bombed a base inside Iraq used by an Iranian opposition group, however, the allies seem to have turned a blind eye to flights by Iraqi planes, provided that they do not venture north of the 36th parallel, where allied aircraft are still patrolling.

Iraq is estimated to have about 300 aircraft, of which about half have been seen flying, either in training exercises or in bombing operations against Shia Muslims in the south of the country. A few days ago a number of Frogfoot bombers were used against them. PC7 Pilatus armed trainers, which are normally deployed in a reconnaissance role, providing target information for artillery batteries, have also been used in bombing runs against the Shias.

The increasing flying activity and the dispersal of anti-aircraft systems have raised the possibility that renewed allied air strikes might be met with more determined opposition than the Iraqis offered in the Gulf war. Recent training by the Iraqi air force has included air-interception exercises. Early-warning radars have also been placed around Iraq's borders to detect approaching hostile aircraft.

But there is no evidence that Iraq has managed to re-create an integrated air-defence system. There is no suggestion that Iraq has regrouped its forces sufficiently to pose a genuine military threat to Kuwait and other states in the Gulf.

Before the Gulf war, Saddam had a million men under arms with 5,000 tanks, 5,000 artillery pieces and up to 800 combat aircraft. The Iraqi army now consists of about 350,000 men, 2,000 tanks and 2,000 artillery pieces. Not all the tanks are serviceable. Discounting the four Republican Guard divisions which are spread outside Baghdad and three others held as a strategic reserve for counter-insurgency operations, two-thirds of Iraqi infantry and armour is deployed in the north and only a third in the south.

The presidential guard force, which used to be about a brigade in strength, has now been expanded to four or five brigades of up to 12,000 men. They are deployed inside the capital and are responsible for guaranteeing the president's personal protection.



Centre stage: Richard Gere, the American actor, condemning China's rule over Tibet and Washington's refusal to recognise the Tibetan claim to independence, before the Senate foreign relations committee

## UN team ends futile Iraq hunt

BY CHRISTOPHER WALKER IN CAIRO

UNITED Nations weapons inspectors ended their delayed search of Baghdad's ministry of agriculture yesterday empty-handed but still convinced that Iraq was concealing weapons of mass destruction.

Achim Bierman, the compromise German leader of the formerly American-led team, said before leaving Iraq after the second day of a fruitless hunt due to have begun on July 5: "There is room for deep concern that some major material may have been taken out."

The team was shown on Iraqi television vainly sifting dustbins and lifting carpets. Rolf Ekeus, the head of the UN commission on Iraqi weapons, said after the rather farcical exercise: "We have not cleared out what remains in Iraq. Iraq still has to fill empty spaces in our knowledge."

He was referring to documents on Iraq's nuclear, chemical and biological warfare programme which UN experts had earlier been sure were concealed in the building.

Mr Ekeus met Tariq Aziz, the deputy prime minister, to discuss future UN inspections. Mr Aziz was reported as saying that Iraq "rejects any action that undermines its sovereignty and dignity".

## Vatican and Israel mend ties

FROM JOHN PHILLIPS IN ROME

THE Vatican and Israel yesterday decided to form a permanent joint commission aimed at establishing full diplomatic relations, ending 44 years of tension between Jewry and Roman Catholicism.

The decision was announced simultaneously by the two sides after a high-level meeting in Rome between the delegates who will make up the commission. Cardinal Joaquin Navarro-Valls, the chief Vatican spokesman, said the breakthrough was not directly linked to the change of leadership in the Jewish state. But he said the Middle East peace process had helped to make better relations possible. "The Holy See and the state of Israel, in order to study and define together subjects of mutual interest and with the aim of achieving a normalisation of relations, have decided to constitute a bilateral, permanent working commission that will meet periodically," the cardinal said.

The Vatican recognises Israel's right to exist within secure borders but has denied Israel full diplomatic recognition. The absence of full ties have often strained relations between Catholics and Jews. But these have improved on the whole since the 1965 Second Vatican Council.

The cardinal said the Vatican wants guarantees of equal rights for everyone living in Jerusalem, including Palestin-

ians, as well as assurances of free access for the faithful of all religions to the city's holy places. The Vatican has apparently dropped an earlier notion that Jerusalem should be given international status. However, the Holy See has stopped well short of saying it accepts Israeli sovereignty over west Jerusalem and the eastern side of the city captured by Israel during the 1967 Arab-Israeli war and subsequently annexed by the Jewish state.

Mr Navarro-Valls said it would be "premature" to say when full diplomatic relations could be established and equally premature to say whether the question of the status of Jerusalem was still an obstacle to an eventual exchange of ambassadors. However, the cardinal added that the question of the city's status was "not on the agenda" for the moment.

The Vatican, he said, did not fear an adverse reaction from Arab countries and the Palestinians because Arab and Palestinian representatives already had joined Israelis at the peace conference table. He said the peace talks have favoured the improvement of relations with Israel. "When there is a peace process it helps with many problems."

The change in the Vatican's attitude comes after periodic strain in relations in spite of the Second Vatican Council. In 1988, Yitzhak Shamir, the

then Israeli prime minister, decided not to meet the Pope during a visit to Rome, apparently because of sharp differences over the Palestinian issue. The Israelis were also angry then over a 1987 papal meeting with President Waldheim of Austria who tried to cover up his wartime role in the Nazi Wehrmacht.

A year-long dispute in 1990 over the presence of nuns at the Auschwitz death camp near Cracow in Poland had also embittered Catholic-Jewish relations.

## Parisians say adieu to Arletty

Actors, friends and fans gathered at the Hotel du Nord in Paris for a nostalgic and low-key tribute to Arletty, the film star who made the place famous. Arletty, a great of French cinema and a symbol of an era, died in her Paris apartment last week aged 94.

It was in Marcel Carné's *Hotel du Nord*, set on the banks of the Canal Saint Martin in the northeast of the city, that Arletty created an unforgettable moment in film with her derisive, rasping pronunciation of the single word "atmosphere". About 1,000 mourners, many of them elderly Parisians, gathered by the hotel. The hearse carrying her coffin slowly made its way up the canal and stopped by the hotel, saved from demolition thanks to a campaign she led in 1989.

The Pope, recovering from surgery to remove a benign colonic tumour, has postponed trips to Mexico, Nicaragua and Jamaica, the Vatican announced, but will visit the Dominican Republic on October 12, where he will address Latin American bishops.

President Fujimori of Peru, who dissolved congress and imposed a state of emergency in April, said an 80-member constituent assembly will be elected on November 22. His opponents called the planned elections unworkable.

George Burns, 96, and the singer Bobby Vinton, 57, are to make an album titled *As Time Goes By*, including a Burns solo honouring his late wife and comic partner, Gracie Allen, who died in 1964.

Chang Hsueh-liang, 91, the man who changed Chinese history by kidnapping the Nationalist leader, Chiang Kai-shek, in 1936 and who was under house arrest for three decades in Taiwan, will return to China next month for a visit at the invitation of the government of his native province of Liaoning, a Japanese television channel reported.

Warner Bros Records is to remove the controversial song *Cop Killer* from Ice-T's *Body Count* album at his request and he will give the song away as a single instead, the rap musician said. He denied that the move had been prompted by complaints from police officials.

Max Dupain, 81, regarded as the father of modern photography in Australia, has died.

## New York mobsters to give boss Fat Tony a big send-off

FROM JAMES BONE IN NEW YORK



Smoking gun: Salerno, who died serving 170 years in jail for Mafia racketeering

IT WILL take six hefty men to carry Anthony Salerno's coffin to its final resting place. The big-bellied Mafia boss, who died of natural causes in a prison hospital on Monday, aged 80, was known to friend and foe alike as "Fat Tony".

Legend records that he once tried to evade the FBI at a restaurant by leaving through the lavatory window and got stuck. He only got away when his fellow gangsters yanked him through.

Salerno ran the Genovese crime family, one of New York's five Mafia families, and was once named by *Fortune* magazine as the No. 1 gangster in the United States. Sporting his trademark pork-pie hat and chomping a big cigar, Salerno became a familiar figure in the 1970s and early 1980s holding court in front of the

Palma Boys Social Club in the shrinking Italian enclave in the predominantly black and Puerto Rican neighbourhood of East Harlem.

According to the *World Encyclopedia of Organised Crime*, Salerno took over as boss of the Genovese family in 1981, after the death of the patriarch Vito Genovese. Formerly the head of the family's gambling operations, he quickly expanded the business into loansharking, pornography, extortion and drugs. But he was also one of the first Mafia bosses to recognise the potential of legitimate businesses, such as music and construction.

Authorities believe that he increasingly acted as a figurehead for Vincent "The Chin" Gigante, who is known in New York for wandering around his Greenwich Village neighbourhood in his

pyjamas in an apparent attempt to convince prosecutors that he is insane.

Six years ago, Salerno was convicted of being a member of the Mafia's ruling "Commission" — the Cosa Nostra's board of directors, which consists of the heads of the different families. He was sentenced to 100 years in jail after a trial which proved that the Mafia had successfully penetrated the trade union and politics. It was revealed that he had used his control of several powerful branches of the lorry-drivers' Teamsters union to influence the election of two union presidents, Jackie Presser and Roy Williams.

In 1988, Salerno was sentenced to another 70 years for penetrating New York's concrete industry and rigging bids at the city's new

Javits convention centre to the tune of \$30 million. In September 1989, he received a five-year sentence, to run concurrently with his earlier sentences, after admitting to conspiring in a mob takeover of a gravel pit in New Jersey and extortion on the Hudson River waterfront.

Because of his age, Salerno was held in the medical centre for federal prisoners in Springfield, Massachusetts. He underwent prostate surgery in the late 1980s and later suffered several strokes. Prison officials said that he had prostate cancer and diabetes, and his condition continued to deteriorate.

His death is another blow to the Italian mob, which is increasingly beset by competition from Latin American, Asian and Caribbean gangs.

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## Growing rich on export earnings

Ben Macintyre in Medellin finds a town prospering from cocaine

Medellin is a city of many addicts. Not drug addicts, for there are very few of those in Colombia, but people addicted to the profits and opportunities of drug dealing. At night, in certain fashionable nightclubs in the hills overlooking the city, figures from Medellin's cocaine trade can be found enjoying their wealth like the rich in any cosmopolitan city. Elegant Latino women, dressed in designer clothes and heavy with jewellery, lean on swagging men in pointed shoes with gold tassels. Outside, armed bodyguards stand by the limousines.

As Medellin's citizens are quick to point out, the city has other industries — textiles, chemicals, paper, paint — and there is even an effort to promote tourism. But drug trafficking is still the career of choice for the ambitious and unscrupulous Medellin entrepreneur, and the vast profits have trickled down. As my host, a manufacturer of satellite dishes, explained: "Drug dealers spend the most, on everything."



Escobar: far too rich to be jailed in a poor country

Colombia has worked hardest of all South American countries to eradicate trafficking, and the American administration's strategy of tackling cocaine production at source has concentrated upon Colombia. Yet both have failed abjectly.

Last week, the notorious leader of the Medellin drug cartel, Pablo Escobar, escaped from his custom-built prison on the outskirts of the city, sending the government into contortions of embarrassment and recrimination. A massive operation is under way to track him down, but recapturing or killing Escobar will not kill Medellin's drug industry. It might even intensify the battles between the cartels.

From the comfort of the Bogota Country Club, overlooking a golf course that would not look out of place in Godalming, one wealthy Colombian businessman put it this way: "For every Pablo Escobar, there are a dozen ready to take his place. For every young man from Medellin stopped at the airport with a plastic bag of cocaine in his stomach, there are two dozen others just as happy to take the risk. The coca plant must be sown annually, but cocaine dealers are self-seeding."

There are many poorer Colombians, and not just drug farmers, who have reason to thank the dealers. Drug chiefs have paved streets, provided housing and electricity and built up intense local loyalties in a programme of co-option, coercion and graft.

When Escobar swaggered out of Enigado prison, he showed the corruptive power of his huge ill-gotten gains, and the relative impotence and poverty of the country's government. Escobar is simply too rich to be imprisoned in a country as poor as Colombia — as the guards bribed into freeing him can, and probably will testify.

American officials have been scathing about President Cesar Gaviria, whose policy of leniency towards the drug lords is blamed for Escobar's getaway; but the incident has also illustrated the total inability of America to prevent or even slow down the flow of drugs from Colombia by containing the cartels.

While in Enigado, Escobar enjoyed a life of luxury, co-ordinated his drug empire and wiped out enemies and rivals at a rate spectacular even for a man habituated to mass murder. Nonetheless, his temporary incarceration enabled the Cali cartel to extend its dominance over the industry. The 16-month truce between the government and the cartels has seen the emergence of new, still more vicious drug gangsters, such as Ivan Urdinola, whose reputed penchant for chain-saw executions has made him the most feared man in the country.

America has spent hundreds of millions of dollars on "the war on drugs". Yet the American Drug Enforcement Agency estimates that Colombian cocaine production has doubled since 1989, while the drug and its derivatives remain freely available on America's streets.

As the American market for cocaine has reached saturation, Colombian producers have diversified into opium poppies, the raw material for heroin, which commands about seven times the street value per pound of cocaine.

Many Colombians feel their country has been blamed for a problem actually caused by drug-consuming nations. Dr Bruce Bagley, a specialist on drug policy at Miami University, told *The New York Times* recently that "as long as there is a demand for drugs in the United States, the people producing and shipping drugs will find a way to get them there."

Killing the Hydra of drug production is impossible, but starving it to death by cutting or reducing vital markets may not be. One solution is to legalise drugs. Another, more politically acceptable, is to divert the millions of dollars into education, advertising, treatment and rehabilitation of those who buy or may buy drugs. This would mean admitting that the fault lies with the first-world users of drugs more than with third-world suppliers; it would mean focusing not on obvious culprits in the drug equation, like Pablo Escobar, but on less obvious ones, such as inner city poverty, poor education and homelessness.

But the American administration will no more give up its vote-winning, hopeless battle against evil Colombian drug dealers than the doubtful clientele in some of Medellin's expensive night clubs will surrender their cellphones.

This war originates in the crack dens of urban America, not the opium and coca fields of Colombia. Drug addicts sometimes reform, drug dealers never do.



...and moreover  
**CRAIG BROWN**

To brazenly split an infinitive, especially in the first three words of an article, is likely to create a callously creative — misery among readers. But if, in an article about Little Richard, I wrote "Awopbopaloobopbamboom", I doubt a tear would be shed. On a Venn diagram, with one circle containing fans of Little Richard and the other containing linguistic pedants, the overlap would be tiny, but oddly it would include me.

My gang of pedantic Little Richard fans has so few members that I suspect *The Spectator* will not receive a single letter of complaint regarding the appearance of an "Awopbopaloobopbamboom" (sic) in its television column last week. The word should, of course, be "Awopbopaloobopbamboom"; singing the word to himself, the writer, Marlyn Harris, obviously stumbled over his "loobopbamboom", turning it into a meaningless "loobopbamboom". Most of those over 30 and under 55 will recognise it as the chorus of Little Richard's song "Tutti Frutti". Its length — just three letters short of that classic long word, "antidisestablishmentarianism" — and a full 11 letters longer than the schoolboys' favourite, "Constantinople", makes it, like the names of minor characters in Russian novels, extremely tempting to skip, so that the reader relies more on a shaky process of osmosis than on the ingestion of each syllable as it comes.

Silliness is pop's strongest card, perhaps its only real contribution to music, and it should be cherished in its purity. Little Richard sang "Awopbopaloobopbamboom" in 1957. Things began to fall apart, and seriousness began creeping in soon after he sang "Bama Lama Bama Loo" in 1964. From then on, pop began delivering messages about peace, love and understanding, while senior stars started to wish they were poets. One of them — the main perpetrator of this deadly seriousness — even changed his name from the jolly Zimmerman to Dylan, probably so as to be more like Dylan Thomas.

Since the mid-Sixties, there have been some sterling efforts to return pop to its original state of pure gibberish, but most have been subjected to the sniggers of the highbrows. This column salutes the noble efforts of groups such as Ohio Express ("Yummy yummy yummy, I got love in my tummy"), The Pipkins ("Gimme dat ding, gimme dat, gimme gimme dat ding"), Manfred Mann ("Do Wah Diddy, Diddy Dum Diddy Do") and "Sha la la la le", Mungo Jerry ("Alright alright alright-right, Alright alright alright") and Sweet ("Coco ca ca oh, coco"), and the brave solo rearguard actions by such artists as Des O'Connor ("Dik-a-dum-dum, dik-a-dum-dum") Gilbert O'Sullivan ("Ooh-waka-doo-waka-day") and Gary Glitter ("Papa oom mow mow"). But still, one must acknowledge that their wiles are in a terrible wilderness of sincerity and meaning.

Occasionally, a single word will become fashionable in pop circles, and it will advance the level of silliness. At one point in the 1970s, everything was Boogie. Boogie that, and though most of these songs were sung with the earnestness prevailing at the time, the word sounded so funny in every context, from "Bama Boogie Woogie" to "Boogie Wonderland" and even "La Booga Booga" that for a while pop seemed to have re-established itself as a vital force for nonsense in our society.

The best pop songs have borrowed their choruses from nature. My personal favourite is "Chirpy Chirpy Cheap" by Middle of the Road, which reached number one all over Europe in 1971. "Last night", goes the lyric, "I heard my mother singing this song: 'Ooh-wee, chirpy chirpy cheap chirpy chirpy, chirpy chirpy cheap chirpy.' But then tragedy strikes: 'Woke up this morning and my mother was gone. Ooh-wee, chirpy chirpy cheap chirpy chirpy, chirpy chirpy cheap chirpy.' After a few more verses, the jaunty if somewhat nasal female lead singer shouts out, 'Everybody now' and the whole group choruses 'Ooh-wee, chirpy chirpy cheap chirpy, chirpy chirpy cheap chirpy.' Twenty-one years later, I am still pinning for the return of this nonsense, a return which the casual mis-spelling of "Awopbopaloobopbamboom" in a once-distinguished journal has done nothing to hasten.

Matthew d'Ancona on the pitfalls that threaten plans to run schools from the centre

## Can Whitehall teach?

Why has John Patten's white paper, published on Tuesday, stirred such strong emotions and inspired eulogy and abuse in equal measure? Most obviously because a nation peers into the crystal ball of education to discover its future: much rides on this grandiose vision for 25,000 schools and countless pupils.

But perhaps the pressures of history can also explain some of the fuss, for in its 64 pages of centralising, bureaucratising measures, Mr Patten's plan trespasses on some ancient and bitterly contested territory, awakening the old conflict between the centre and the localities. With his plans for quangos, new Whitehall agencies and roving management teams, Mr Patten risks importing the old conflict between court and country to the classroom.

In style and scope, the white paper reaffirms the belief of Matthew Arnold and Cardinal Newman that education is the bedrock of civilised society. Mr Patten, who wrote much of the document himself, prefaces his introduction with a quote from Ruskin's *Unto this Last*, envisaging state education for all, and the sheer scale

of his strategy is remarkable. In his blueprint for opting out, specialisation and morality in schools, the education secretary aspires to join Balfour and Butler on the roll-call of great Tory education reformers.

Yet his bid for glory rests on a fatal misapprehension about British society and its reaction to interference. His declared agenda is to raise standards, fortify parent power and decentralise control by breaking the grip of the local education authorities established by Balfour in 1902. But his methods are those of the relentless state-builder, raring to charge into the fray and lay down the law.

From now on, failing schools named in the education department's "little list" will be targeted by inspection teams appointed by the new chief inspector of schools. A school found to be inadequate will be given a deadline by which to improve, and, in Mr Patten's words, be "shamed publicly". After that, an outside manage-

ment team appointed by Whitehall, a six-man "education association", will step in, hire and fire at whim, and steer the school to grant-maintained status. No question of a parental ballot: failing schools will opt out or die.

On the glossy pages of the white paper, the government's plans for sink schools look clinical enough, but the reality on the ground is bound to be messy. The education association will be expected in its lightning-strike to turn around a school already on the verge of collapse — a brief which vastly over-estimates the capacity of managers, however ingenious or experienced, to patch up disasters.

But there are plenty of others like it in the inner cities which struggle simply to make day-to-day life bearable for staff and children.

How will such a school react to the sudden arrival of six outsiders, marching with their government briefcases into assembly to replace the failed head teacher and his team? When Mr Patten's predecessor appointed a former chief inspector and a retired head teacher as governors at Stratford School in east London, local Asian groups denounced them as "colonial impositions". There will be an almighty fuss when the first education association descends upon a similarly volatile school.

Imagine, too, the farce of parents having to discuss their children's progress with managers appointed by Whitehall: or a newly-arrived education association trying to organise a school fair or sixth-form play or trip abroad for pupils. Above all, how will parents react to the news that their children's school is to opt out

without even the courtesy of a parental ballot? Patronised and disenfranchised, they may reflect that parent power is not all it's cracked up to be.

Such is the social cost of removing the buffers between state and citizens. Flawed and inefficient though the LEAs often are, they are at least sensitive to local needs and idiosyncrasies. If they wither on the vine, as Mr Patten hopes, something is bound to fill the vacuum — possibly semi-formal consortia of grant-maintained schools, providing the kind of local knowledge and guidance that central bureaucracies fail to offer. Yet the education associations will continue to roam the land sticking in their bureaucratic oar.

This is an odd mistake for a paid-up Tory to have made, betraying a quaint faith in instant perfectibility through centralisation. Local communities told repeatedly that they can run their own schools will not welcome the academic receivers sent to snatch them back. Old passions and resentments will be re-awakened. Still dreaming of his place next to Balfour and Butler, Mr Patten may soon find that his white paper has not pleased free-born Jack.

## In search of heavenly bodies

Bernard Levin on how earthlings choose names for stars and planets

Remember all that carry-on about the origins of the universe having been discovered? Grave astronomers were to be seen dancing in the streets, overwhelmed with the significance of the news, and experts from every quarter of the world (alas, no extra-terrestrial beings turned up with congratulations) poured into the newspapers enough words to stretch from here to Halley's Comet and back again. Well the fuss died down with remarkable speed, and the universe emitted a distinct chuckle as it went on its enigmatic way. But not long before the celestial hoo-ha broke out, I had received a perfectly delightful letter from an Australian astronomer: I am by no means sure that he would want his name emblazoned in my column today, so I shall call him Professor Alloy, and a jolly fellow he is, as you shall learn.

Some time ago, I mentioned the possibility of a tenth planet. Pluto was discovered from tiny irregularities in the orbit of Neptune, and it seemed that similar oddities had been shown in the eternal voyage of Uranus. If another planet were to be found, I said, let it be named after that beautiful, tragic symbol of our time: Marilyn. Alas, some pompous official wrote to *The Times* insisting that he was in charge of such matters, and made clear that for people like me to start suggesting the names of planets would be a shocking breach of the regulations.

The column in question was included in my book *All Things Considered*, which in due course was published in Australia. Professor Alloy bought the book, read the piece about star-gazing and, being a real star-gazer, put me delightfully right, and a good bit over. If he doesn't mind my ransacking his letter in print, I will share the details with you today.

It seems funny the jolly professor is even jollier than he sounds and is pulling the leg of an inno-

cent journalist that there is a body called the International Astronomical Union, which in turn has a Minor Planet Naming Committee and a Working Group on Planetary Nomenclature. Now a minor planet is correctly called an asteroid, and it seems thousands of them have been discovered over the years. Professor Alloy himself has at least one to his credit. By the complex rules of the International Astronomical Union, which begin to sound uncomfortably like those of the TGWU, the Minor Planet Naming Committee will not entertain a suggestion that the discoverer of an asteroid should have his own name attached to it, though the committee will listen to any other proposed name for the newcomer.

Well, not any other suggestion: the names of leading military and political figures cannot be proposed, however eminent, unless they have been dead for at least a century, so that precludes Thatcher. I am sorry to say, Nor will the committee agree a name in bad taste, although it seems that there are no official guidelines as to what constitutes bad taste. (That reminds me when my beloved Woodrow was still a member of the Labour party, he wanted to call one of his racehorses Vote Labour, but such proposals have to be vetoed by the Jockey Club, and that po-faced lot would not permit it. The point, of course, was that Woodrow would enter the horse at, say, Ascot, and fall about laughing when racegoers who were Tory to a man but had backed the beast were roaring "Vote Labour! Vote Labour!")

On the other hand, if some astronomer finds a comet, it automatically bears his name, whence Halley's. But when we come to real full-sized planets, the Working Group on Planetary Nomenclature takes over, and things become serious, which means that by the rules of astronomy and mythology put together, the tenth planet will almost



Star-gazing: after Galileo new celestial discoveries needed names

certainly have to be Persephone. There is a rule governing asteroids: not unreasonably, a name cannot be accepted if it might be confused with another, and there is already a Marilyn in the asteroid category. Ha! But Miss Monroe is in her rightful place, not as an asteroid, nor a comet, but as a star.

Mind you, there is an asteroid called Levin, and two others, called Bernardina and Berna. Professor Alloy also rules out Wagner, because there is one on the books, although it is a common enough name to embrace many a perfectly respectable Wagner. Generally, music is well represented: Handel, Beethoven, Smetana and Haydn are there, and — well, you didn't think he was in the catalogue at all, did you? — there is also a Mozartia.

For reasons of classification, each asteroid has a number as well as a name. Professor Alloy draws my attention to Beethoven's appropriate number: 1815. Nor has the other kind of music been neglected: a British astronomer found four asteroids, which are now fixed eternally in the heavens as Lennon, McCartney, Harrison and Starr.

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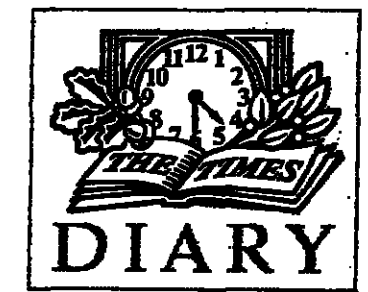
### Gang of Four

WITH his increasing alienation from Russia, Fidel Castro can count his international friends on the fingers of one hand, just as his popularity at home seems to be suffering something of a setback too. He will no doubt be gratified to hear, therefore, that four of Britain's leading academics have declared their support for Cuba by openly attacking the American trade embargo on the Caribbean island, which they say is "depriving innocent people of the basic needs for a decent life".

In a letter to John Major and the American embassy, Patrick Collinson, regius professor of modern history at Cambridge, Professor Stephen Hawking, Dr Joseph Needham, the authority on China, and Martin Pollock, emeritus professor of biology in Edinburgh, attack the blockade, which they say has resulted in a virtual state of siege for Cuba, causing shortages of every kind, from petrol to medicaments, and machine parts for laboratory instruments.

Hawking, whose bestselling *A Brief History of Time* has won universal acclaim, is rarely known to lend his signature to any public letter, but the plight of the small socialist state is understood to have moved him greatly. Needham, who is 92 this year and holds the Chinese honour of the Order of the Brilliant Star, 3rd class with sash, points out that although China has helped to mitigate the petrol shortage by sending thousands of bicycles, the transport situation in Cuba is now lamentable.

The outburst comes just as the White House has stepped up pressure on Castro's administration by forbidding any vessel docking in Cuba from putting in at an American port within six months.



Professor Pollock said yesterday that America must be forced to reconsider the matter.

Pollock, now 78, visited Cuba twice in the 1960s, and even spoke to Che Guevara before he left for Bolivia. "The Americans hope that this will be the final coup de grace for Castro," he says, "but they must be made to realise that the Cuban people suffer as a result."

Robert Robinson's *Stop the Wreck*, described as "Radio Four's Saturday night snarl", has come to a full stop after 18 years. To celebrate, or commemorate, former guests have been invited to a wake at the Garrick Club. Quite where this leaves the programme's female producer, Caroline Millington, is not clear, unless the kindly Mr Robinson agrees to escort her through the portals of one of the last male bastions. Others are sticking to their principles. Baroness Blackstone, master of Birkbeck College, is boycotting the bash because of the choice of venue.

### More prize than kicks

CHRIS BOARDMAN may have wowed the crowds in Barcelona this week, but for members of the British Lawnmower Racing Association, the cyclist's exploits are as nothing to their annual race in

Sussex this weekend. Charmingly known as the "douze heures de Wisborough Green" (with apologies to Le Mans), the competition attracts some of the grass-cutting world's finest, as well as teams this year from MacLaren, Benetton and Tyrrell. The association (meto: "Per herban ad astra"), began staging the 12-hour race in 1977, and has attracted a coterie of racing drivers ever since. Stirling Moss has entered five times.

Hotels around the Sussex village are already booked solid with lawnmower executives hoping to spot the most promising machine in the overnight event, which for



the first time does not coincide with the Hockenheim grand prix. "I have heard that the debriefing on Hockenheim in the McLaren camp normally lasts a good five minutes less than that on Wisborough," says organiser Jim Gavin.

### High notes

RECESSION or no, Dame Kiri Te Kanawa and Plácido Domingo will sing to a capacity audience when they perform *Otello* at the Royal Opera House in October, even though seat prices have gone through the skylight. The gala is in honour of the 80th birthday of Sir

Georg Solti, who will conduct, in the presence of the Prince and the Princess of Wales.

The gala committee, headed by Vivien Duffield and Gail Ronson also includes the former cabinet minister Lord Young, and Lord King of British Airways. They are anxious to ensure the maximum return for the Royal Opera House Trust and the Musicians' Benevolent Fund, which are to benefit from the performance. Glyndebourne raised £750,000 from the final performance before its long closure, and the Opera House intends to match the figure. As Glyndebourne there were two seat prices, £750 and £1,000 and none were left empty, Covent Garden is charging a more modest £350 for a rear orchestra stall.

No one doubts that the opera house will raise the money. It certainly needs to. The £350 ticket-price divides into a basic price of £180 and a suggested donation of £170. But Covent Garden insists that people applying for tickets without making a donation will still have an even chance of a seat. Really...?

The golf course at Eton College, hardly on a par with Wentworth or Augusta, is nevertheless to be permitted the honour of handicapping status for the first time. The course, which presents few difficulties to aficionados, is to be extended into nearby fields, making the present nine holes considerably longer than at present. "It will mean the boys can get their hands dirty, rather than having to go outside," says Brian Hoare, the school buildings bursar. Locals are said to view the extension with mixed feelings. Until now, virtually anyone has been able to play on the course, but from September, proof of membership will be required at the first tee.





## QUIBBLING OVER MISERY

European governments worry and quarrel about the "precedent" that would be set if they unquestioningly welcome refugees from the flames of what was Yugoslavia. Thus did Nero fiddle while Rome burned. In the greatest human upheaval on the Continent since the second world war, the EC is no more united on refugee policy than it has been on halting the fighting. Germany is calling for a refugee quota system to spread the "burden" more equally through Western Europe; Britain and France, who have taken in 1,000 each compared with Germany's 200,000, insist that the priority is to get help to them at, or near, home. No such quibbling must any longer get in the way of a massive humanitarian relief effort.

Since the Nazi concentration camps and Stalin's deportations of entire nations, Europe has seen nothing remotely matching in horror what is happening in the Balkans. The survivors are not merely fleeing but being forced at gunpoint onto sealed wagons destined either for concentration camps under their enemies' control or for exile. Their towns and villages have either been razed or handed over, once "ethnically cleansed", to aliens. Some families arrive at foreign frontiers clutching "immigration papers" they have been forced to sign, renouncing all future claim to their property.

With varying degrees of reluctance, other European countries have taken in some 430,000. But nearly 1.9 million are uprooted within the former federation: 850,000 more, mostly Bosnian Muslims, are running out of food and even water under Serb sieges; and the UN believes that the expulsion of a further 400,000 from northwest Bosnia is imminent.

But the solution is not a quota system, which could take months to negotiate and would be highly unlikely to elicit offers to match the need. Nor can the West wriggle out of its responsibilities by seeking to distinguish between "economic migrants" and genuine refugees. These are people persecuted solely on grounds of race: the very people the 1951 UN refugee convention was

designed to protect. Those with nowhere else to go must be given "temporary protection" until they can return — and preferably in neighbouring countries, from which it is easiest for them to maintain links with family and friends.

In return for their role as shelters, other countries must be prepared to finance what should be a joint effort, and to send people and goods to help in refugee care. Where possible, security and shelter must be provided closer still to home. That is the idea behind the plan, supported by France, to create "safe havens", on the Iraqi model, within the former Yugoslav republics.

Every refugee welcomed abroad serves Serbia's purpose of driving non-Serbs out of the lands it is trying to annex into a Greater Serbia. That gives added attraction to the "safe havens" concept. But the drawbacks must be faced. Camps in Bosnia might, by existing, encourage frightened people to flee their villages, thus again promoting "ethnic cleansing". To meet their humanitarian purpose, the havens would therefore have to extend over wide areas — and be protected against forces which have shown scant respect for Red Cross markings or UN flags.

The priority must be to reach people where they live, just as it is in famines. Both the UN and the UNHCR have prevented some expulsions. Their patrols could be an effective alternative to creating safe haven ghettos and should be expanded. The EC and the UN must continue to insist that combatants open humanitarian relief corridors to beleaguered populations and release people from detention camps. This mix of policies could curb the forced migrations. The more effectively they did so, the better would policy be co-ordinated.

Nothing will finally end these migrations but a political settlement. Having failed to stop the fighting, the world must not fail the refugees. But humanitarian assistance must not become an inadvertent aid to, nor a substitute for, employing every means to render the cost of war intolerable to Serbia's cynical warlords.

## A PLUS TO IMBERT

To old swears of the Met, the Imbert formula for policing London sounded like novelty bordering on betrayal. Under Sir Robert Mark and Sir Kenneth Newman, the boys in the police canteen had got used to thoughtful Metropolitan Commissioners who indulged in philosophical reflection. But Sir Peter Imbert was the first commissioner in modern times who set himself to change radically the way the police think about themselves and society.

His key word was service. Sir Peter even changed the name from Metropolitan Police Force to Metropolitan Police Service. His final annual report was published yesterday. As he nears the end of his five-year stretch as commissioner, this is his testament to this ideal of policemen responding to the community's needs and wishes, not to some other form of policing devised elsewhere. This is what he called yesterday the primacy of "the concept of service delivery over that of rigid enforcement".

Such words are statements of what ought to be the case, not of what is. The Metropolitan police has yet to reverse the decline in public confidence of the last two decades. Delivering a service, for instance, implies treating members of the public with a modicum of respect. Courtesy to the public is particularly emphasised in the "Plus" programme, the Metropolitan police's internal agency for reform which is Sir Peter's chosen instrument for bringing about the culture-change revolution he wants. And in a recent address to chief police officers, the home secretary, Kenneth Clarke, said that standards of police behaviour in dealing with the public were not yet nearly high enough.

Yesterday produced a case in point. It was announced that two London officers who had racially insulted an Asian man in their custody had been fined a day's pay after an

internal police enquiry. Sir Peter said bluntly the penalty was too lenient, in effect publicly rebuking the unnamed senior officers who had authorised the fines. Given the police insistence that disciplinary offences have to be proved "beyond reasonable doubt", even these minor penalties came about only because the Asian man happened to have a hidden tape recorder switched on. Usually, the word of a lone member of the public against that of two police officers would not be enough to prove a case.

Racially abusive language was treated "by the book" in this case as a disciplinary offence of rudeness under provocation. But the significance of such incidents is much wider. Racist language, and the attitude it betrays, destroys the confidence of racial minorities in the fairness of the police. To be policed in a way that gives them confidence is what racial minorities want and need above all. A fine of one day's pay for these two policemen was an ironic triumph of "rigid enforcement" over "service delivery".

Sir Peter's impatience with the way the case was handled, which he aired yesterday, was a brief glimpse of a continuing internal struggle in the Metropolitan police between the spirit of the Plus programme and that of the old guard. The Plus programme has now been absorbed into thinking at the Home Office, in many provincial forces and even abroad, and most of all among Sir Peter's present leadership team at New Scotland Yard. But there is many a superintendent or sergeant who is just waiting for all this stress on "service" to blow over. The home secretary has soon to name Sir Peter's successor. By his selection and by the policing style he publicly supports, Mr Clarke should make it clear to all ranks that there is no turning back, no prospect in sight of a "minus" to follow the "plus".

## MAN ON A GOLDEN BIKE

When the founder of the modern Olympic Games, Baron de Coubertin, called upon the youth of the world to gather together for competition every four years, did he really have in mind a battle among middle-aged designers of racing bicycles? The elation that greeted the winning of Britain's first gold medal of the 1992 Games in the 4,000-metre individual pursuit race yesterday was diminished by the question: was this a victory for the man or the machine?

Chris Boardman is clearly an outstanding champion athlete; but it is his extraordinary bicycle that has excited most of the interest, being hailed as the biggest breakthrough in cycle-racing technology for decades. For the past ten years or so manufacturers have been fighting to find the secrets that would make their man on a bike aerodynamically invincible: skin-tight clothing, streamlined helmets and shoes that have been honed in a windmill, disc wheels, drag-free triathlon handlebars — all have become standard equipment, and can be seen around our cities used by fearsome-looking couriers.

Now Lotus engineering has come up with a single-piece carbon-fibre frame, made of aerospace material, refined in a windmill, and even ridden without paint to save every microgram of weight. So revolutionary was the bike that when it was first wheeled out at the world championships in 1985 it was outlawed by the sport's governing body. But in Barcelona it has been ruled legal. It must surely have left many of the other competitors wishing they had one too, and the officials wondering whether the dream bike had given Britain an unfair advantage.

It is a problem well known in sport. Field event competitors are not permitted to use

their own equipment. Shot, discus, hammer and javelin are in a rack from which the competitors have to pick. In yachting the Finn and Europe class boats and the sailboards are all provided by the organisers — the craft are identical. In the modern pentathlon they go so far as to use a pool of horses for the riding event, each competitor taking pot luck or Hobson's choice of mount. So it is fair to let the best bike win? Should there be a pool of racing bicycles to get every competitor off to an equal start?

There are those who will argue that it is only in the hurly-burly of Olympic competition that we will see the gadgetry of the bicycle advance, and that what is really winning here is green technology. Others see the presence of Lotus salesmen in Barcelona as evidence of a victory for commerce, and expect to see lookalike models in the shops by Christmas. The most generous of Chris Boardman's rivals, the German world champion Jens Lehmann, who won silver, thinks that the Briton would have carried off the gold medal without a superior machine.

The ancient Greeks, who knew a thing or two about running the Olympic Games (they kept their own going for more than three thousand years) made sure that no one had an unfair advantage by virtually ruling out equipment. The athletes ran naked and were gathered together to undergo identical training under the eyes of priest-coaches for weeks before the Games began. No shoe or clothing contracts for them, and no drugs either. Such minimal equipment the ancient Greeks used was drawn from a common pool controlled by the priests. Those old Greeks were pretty clever, no doubt, but they never invented the bicycle.

## Opening doors in housing market

From Mr Alan Thurlow

Sir, Although I agree with your correspondent (July 16) that the recession will not end until the housing market recovers, their proposals ignore economic and market forces.

Locking another generation of first-time buyers into a lifetime of debt assisted by a subsidy the Treasury cannot afford will be no more effective than present or future adjustment to stamp duty.

The Treasury could achieve its own objective, a reduction in government spending and that of the housing minister, in five simple steps:

1. Reduce mortgage tax relief by 10 per cent per annum from April 1993. Announced now it will give an immediate boost to sales. A major market distortion will be avoided, and eventually a saving of £6 billion per annum will be achieved.
2. Impose capital gains tax on the sale of the principal private residence; or, preferably, extend capital gains tax relief to all residential property.
3. Introduce capital allowances to residential investment so that investors do not differentiate between residential or commercial property.
4. End both the subsidised sale of council house stock and soft loans to housing associations.
5. Forbid the payment of commissions exceeding £100 on the sale of life pension insurance policies linked to home loans since they are effectively a levy on the purchaser.

The results are obvious: activity will improve as investors purchase part of the vacant stock and offer homes to let; prices will stabilise if not improve; and some of the 100,000 homes that are needed for the homeless will be brought back into use.

Yours faithfully,  
ALAN THURLOW  
(Managing Director),  
Leaders (rental agents),  
28 New Road,  
Brighton, East Sussex,  
July 20.

From Mr Martin Bond

Sir, Planning restrictions on houses have produced an artificial market and a scarcity element which has forced up price. If the amount of land with development permission is restricted, that land carries a high nominal value as there is no competition for alternative or cheaper sites.

More land for development would cheapen houses, end the housing crisis, and put the builders back to work. It sounds simple — but it isn't.

A fall in the value of houses generally would have political, financial (for many) and social consequences. Adjustment therefore must be slow. But at least we must recognise the distortions of the present market and not restrain production, giving fancy values to land zoned for development. The market should be allowed to meet the need. Planners cannot in the long run suppress demand.

Yours faithfully,  
MARTIN BOND,  
Holme Priory,  
Wareham, Dorset.

## Phone-box adverts

From Councillor Robert Davis

Sir, Ms Nina Lopez-Jones (letter, July 23) misunderstands the London local authorities' case for a change in the law which sought in a bill to make it illegal for anyone to advertise in a telephone box without appropriate consent.

Our is not a crusade against prostitution or prostitutes. It is part of a wider concern about our environment and the need to eradicate an eyesore and stop litter disfiguring the street, as the advertising cards tend to fall onto the ground.

No moral judgment was being suggested. The services of prostitutes, plumbers, mini cabs and anyone else can be advertised in a variety of other ways which can be directed at those interested, while not offending the majority of the population who are not.

I hope that prostitutes and other traders also consider the wider community and, as a result of the failure of the bill, introduce an element of self regulation.

Yours sincerely,  
ROBERT DAVIS  
(Chairman of the Environment),  
Westminster City Council,  
Westminster City Hall,  
Victoria Street, SW1,  
July 23.

## Ministerial posts

From Mr Peter King

Sir, What logic is there in the position put forward by Lord Crathorne (letter, July 27) that because the minister is good at his job at heritage and the arts he should be protected from resignation or dismissal? Does it follow that if he had been incompetent he could have been sacrificed?

Yours faithfully,  
PETER KING,  
Nicholas Corner, Burdop,  
Sibford Gower,  
Banbury, Oxfordshire,  
July 27.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.

## Pitfalls in self-development courses

From Mrs Vivienne Walker

Sir, Ray Clancy's article (July 22) about the problems experienced by some individuals attending courses aimed at self-development and improvement leads me to issue a warning about some consulars in this area whose activities fall well short of what would be expected.

The technique used is to offer boundless improvement at what appears to be an extremely competitive price, accompanied by high-pressure selling.

If an employer follows a few basic rules many of the pitfalls can be avoided. Assess the course aims and potential benefit, the content and its claims; assess the providers and ask for names of organisations who have used the course and are happy to evaluate it for a potential customer.

If psychometric testing is to be used check that the tests are reputable, that those administering and evaluating answers are qualified and what action is to be taken if a participant is in difficulties.

Provide full information to participants and make sure they fully understand the implications of attendance. Let attendees know they can pull out: monitor benefits of attendance against time/costs.

Any employer who is not happy about any stage in this process should not go ahead with the planned course.

Individuals wishing to attend courses of this type in their own time can be particularly vulnerable. They can take a number of steps to avoid being drawn into an area reminiscent of the activities of some of the extreme fringe religious sects. They should think about why the course is attractive; if working, ask the employer if a check could be made; ask about the qualifications and experience of those running the course; ask about arrangements for people who

get upset and if you do go and don't like it, walk out.

There are other sources of help. For example, the Institute of Personnel Management has joined with the British Psychological Society in looking at levels of competence for those using psychometric tests. Initial courses are now available. The IPM also has a statement on occupational testing and is shortly to launch a statement on counselling in the workplace.

Yours etc.,  
VIVIENNE WALKER,  
Vice-President (Organisation and Human Resource Planning),  
Institute of Personnel Management,  
35 Camp Road, SW19,  
July 23.

From Mr Hugh Marlow

Sir, You have undertaken an invaluable service in your leader of July 23 in highlighting the dangers of so-called executive development approaches which are in effect crude attempts at indoctrination.

There are a number of clear tests which separate good practice from malpractice: respect for the integrity of the individual client's standpoint; building on the experience of the client in his relationship with others and encouraging him to accept, reject or modify the contribution of the trainer/counsellor as he sees fit from the basis of his own experience.

The end result is that the individual is able to reach out to greater independence, relatedness, certainty and confidence in the kind of person he is. That is his own uniqueness and yet relatedness to others.

Yours sincerely,  
HUGH MARLOW,  
Hugh Marlow & Associates,  
85 Browns Lane, Hempstead Fields,  
Uckfield, East Sussex,  
July 24.

## Hospital food

From Mr Louis Borrett

Sir, As a retired barrister and crown court recorder who spent almost 13 months in the National Spinal Injuries Centre at Stoke Mandeville Hospital in 1989-90 with a broken back and a further nine weeks earlier this year, I find the complaint about the food there very surprising (report, July 20).

I never had occasion to send out for food. Of course some young patients did send out for fish and chips, pizzas, curries and beef-burgers, etc., but then many of them are not habitués of wholesome food and prefer what is often described as junk food.

Sir James Savile ("Jimmy") to all patients and staff spends much time in the spinal injuries centre and has been instrumental in providing greater variety at the request of these younger patients.

There is a really fine salad bar, and jacket potatoes too. Bacon, sausages,

eggs, chips and baked beans are available at supper time in the dining room, and for bed patients supper always includes soup, delicious wholemeal and white bread sandwiches and salads as well as yoghurt, ice cream, and cheese and biscuits.

As far as lunch is concerned there is an abundance of it, plenty of meat, fresh fruit, etc., and a variety of dishes, the whole well balanced. Far from being inadequate, I found it difficult to keep my weight down, bearing in mind that paraplegics confined to a wheelchair cannot burn off the calories.

The food generally at Stoke Mandeville does not quite match that of Michel Roux at the Waterside Inn, Maidenhead (not far from Stoke Mandeville), but no one died of starvation whilst I was a patient there.

Yours faithfully,  
LOUIS BORRETT,  
54 Farm Close,  
East Grinstead, West Sussex,  
July 20.

## Cost of pelvic pain

From Professor R. W. Beard and Dr Shirley Pearce

Sir, There is indeed a high cost to the NHS of ineffectual treatment of undiagnosed chronic abdominal pain ("Defeated doctors learn how to stomach failure", July 18). Chronic pelvic pain is one of the commonest complaints in young women of reproductive age. In collaboration with health economists we have estimated that at least 340,000 women in Britain are suffering and the investigation and treatment costs the country £163 million a year, or 0.6 per cent of the total NHS expenditure.

Studies done in our clinic at the Samaritan Hospital, part of St Mary's Hospital, London, have shown that treatment based on a recognisable cause for the pain is often curative. One of the important findings has been that women with a long history of pain are behaviourally disturbed, with high anxiety and depression, but within several months of the disappearance of the pain following treatment they revert to normality. In other words this pain, rather than the possession of

some unchangeable neurotic personality (which many doctors believe), induces the abnormal behaviour.

Restoring quality of life should become an important end point of all medical interventions. Psychological disturbance may be of greater importance than the relatively minor organic condition which has caused it. For example, we found that while hormonal treatment of pelvic pain due to congestion is effective in the short term, it is successful in the long term only if backed up by pain counselling.

The NHS does not usually provide for psychological support of patients in a setting of traditional medicine like a gynaecological outpatients clinic. We believe that this should change with an acceptance that many conditions like chronic lower abdominal pain can be resolved by a combination of medical expertise and emotional support.

Yours sincerely,  
R. W. BEARD,  
SHIRLEY PEARCE  
(University College London),  
The Pelvic Pain Clinic,  
The Samaritan Hospital,  
Marylebone Road, NW1,  
July 20.

## Church divisions

From the Deacon of York Minster

Sir, I find Clifford Longley's assertion (July 18) that "Throughout Eastern Europe the symbol [in opposition to communism] was the man in the Vatican" rather naive. Admittedly a Polish pope was a great inspiration to Poland but throughout most of the Eastern bloc faithful Orthodox and Protestant churches went on believing, worshipping and hoping, and if anyone from outside gave them inspiration it was the World Council of Churches and the Conference of European Churches.

Now, throughout Eastern Europe, there is an enormous fear on the part of the small Protestant churches of the revived triumphalism of the Roman Catholic Church led by a conservative curia and a reactionary

pope. For them the Austro-Hungarian Empire was but yesterday.

Relations between the Orthodox and the papacy are at their worst for many centuries and indeed in many ways have broken down completely.

The Council of European Bishops' Conferences of Europe, which has long co-operated with the Conference of European Churches, is threatened by the papacy and at the special synod on Europe in November 1991 its president, Cardinal Martini of Milan, was marginalised by the papacy and the curia along with the ecumenical visitors.

Yours etc.,  
JEAN M. MAYLAND  
(Vice Moderator, Study Commission of the Conference of European Churches),  
York Minster,  
3 Minster Court, York.

## Prisoners abroad

From Mr Roger Cooper

Sir, While I support the concept of providing legal assistance to British prisoners abroad it is not correct for Stephen Jakobi ("Passport to prison", Law Times, July 21) to describe me as a supporter of his group Fair Trials Abroad.

I believe that blanket criticism of the Foreign Office is likely to be counter-productive and that it might

be more effective to channel energies into the established and well-regarded charity Prisoners Abroad, which I do wholeheartedly support.

Yours faithfully,  
ROGER COOPER,  
La Maison des Grands Arbres,  
76940 St Nicolas de Billequin,  
France,  
July 25.

Business letters, page 21  
Sports letters, page 26

## British measures all over the place

From Professor P. G. Moore

Sir, Some quarter of a century ago the UK started to move seriously into the metric era. Textbooks were rewritten so that few individuals below the age of 30 have been taught weights and measures other than in the metric system. It has been a bumpy ride, as your correspondents (June 6, 9, 15, 22, 29, 30; July 1) demonstrated, with oddities still occurring such as curtain material being sold in imperial widths but metric lengths.

The Department of Trade and Industry has now circulated a consultative document that, if implemented, will legislatively enshrine in perpetuity a mixed imperial/metric system of certain measures for the UK. Whilst basically all units will be metric, there will be notable exceptions.

As examples, the mile, yard, foot and inch are to be retained for road traffic signs and related distance and speed measurements, but not for any other form of distance measurement. The acre, however, is to be retained for land registration purposes, rather than moving over to hectares. Liquids will be metric, except for dispensing draught beer and cider and for milk in returnable containers. The Troy ounce for transactions in precious metals is to be retained.

As a nation our ability to deal effectively with numerical information is poor when compared, for example, with Germany and Japan. We will now have to reintroduce imperial measures in schools whilst retaining the full metric system, causing more confusion. Additionally we will apparently have to live with bastard units, such as miles per litre as a measure of petrol consumption.

Is it really essential to handicap ourselves in this manner with 1993, the date of our entry to the single market, on our doorstep?

Yours faithfully,  
PETER G. MOORE,  
London Business School,  
Sussex Place,  
Regent's Park, NW1,  
July 21.

## University pay

From Sir Graham Hills

Sir, The letter from my colleague Graham Zelikoff (July 23) is full of truth and wisdom. Only in his last paragraph does he slip back into the sentimental view of universities with their reliance on special pleading, faith in which has brought them to their present parlous state.

His appeal for recognition of the value of (higher) education will continue to fall on deaf ears until that value is asserted in real terms. Unless the true cost of university education is felt directly by those who benefit from it directly, their contribution to its support in terms of value and values will remain unrealised.

The remedy is, as ever, simple but radical. The universities should be disestablished. Their incomes, their values and their freedoms should derive from their customers, i.e., their students. The government's function is not to run universities but to provide fee support for students as a matter of strategic investment and in recognition of the value of the graduate to civilised society.

Yours faithfully,  
GRAHAM HILLS,  
Sunnyside of Threepwood,  
Lough Threepwood,  
Beith, Ayrshire,  
July 24.

## Testing children

From Mr George Crowther

Sir, Every teacher and psychologist knows that if you test children regularly, memory, learning, skills and performance will improve but it will not tell you necessarily who the best students are.

The majority of 11-year-olds will cope with four hours of tests next spring (report, July 22) but some will be intimidated and distressed, and upset parents somewhere will have to do some comforting and reassuring which would otherwise be unnecessary. The degree of difficulty of the test is not the issue; it is the notion of testing itself and how this is conveyed to the child.

Where parents see tests as inimical to their child's mental and emotional state, they should opt out and rely on informed teacher observation and opinion.

Yours sincerely,  
GEORGE CROWTHER  
(Chartered educational psychologist),  
Little Hill, Colley Manor Drive,  
Reigate Heath, Reigate, Surrey,  
July 22.

## £3.6m wedding dress

From Mr R. L. Reece

Sir, On page 10 today is a photograph of a wedding dress, priced at £3.6 million. On the same page is an appeal by the British Red Cross for famine relief in Somalia. Apparently, £36 will feed a child for one year.

What a world we have made for ourselves, when one dress can equate in some way to the lives of 100,000 children.

Yours faithfully,  
R. L. REECE,  
16 Throley Close,  
Pitsea, Essex,  
July 29.



## COURT CIRCULAR

**BUCKINGHAM PALACE**  
July 29: His Royal Highness Prince Michael of Kent was received by the Queen when Her Majesty conferred upon him the honour of Knighthood and invested him with the insignia of a Knight Commander of the Royal Victorian Order.

July 29: His Excellency Monsieur Mohamed Lessi was received in audience by the Queen and presented the Letters of Recall of his predecessor and his own Letters of Credence as Ambassador Extraordinary and Plenipotentiary from Tunisia to the Court of St James's.

His Excellency was accompanied by the following members of the Embassy: Monsieur Hamez Bergaoui (Counsellor), Mr Mohamed Bakir (Secretary, Social and Cultural Affairs), Miss Bouheina Labidi (Secretary, Political and Press), Monsieur Mohamed Lamine Lourimi (Financial Attaché) and Mr Khaled Trabelsi (Attaché).

Madame Lessi was also received by Her Majesty.

Sir David Gillmore (Permanent Under Secretary of State for Foreign and Commonwealth Affairs) was present and the House- hold in Waiting were in attendance.

The Queen, Colonel-in-Chief, received Major General Sir Michael Palmer (Honorary Colonel) and Lieutenant Colonel Simon Stewart (Commanding Officer) upon the relinquishment of their appointments on the amalgamation of The Duke of Lancaster's Own Yeomanry.

Mr Michael Dibbon (British Ambassador at Ascunon) had an audience of the Queen.

The Honourable Mr Justice Latham had the honour of being received by the Queen upon his appointment as a Judge of the High Court of Justice, when Her Majesty conferred upon him the honour of Knighthood and invested him with the insignia of a Knight Bachelor.

Lieutenant Commander Malcolm Sillars, Royal Navy, had the honour of being received by the Queen when Her Majesty invested him with the insignia of a Member of the Royal Victorian Order.

The Queen, Patron, this afternoon visited the Royal British Legion Poppy Factory at Richmond on the occasion of its Seventieth Anniversary year.

Her Majesty was received by the Mayor of Richmond (Councillor Anne Sumner) and the National President of the Royal British Legion (General Sir Edward Burgess).

The Queen visited the Factory, accompanied by the National Chairman (Mr Ted Johnson) and the Poppy Factory Chairman (Mr David Knowles).

The Queen's Bagmaster and Watermen were on duty.

The Queen was received by the Mayor of the Royal Borough (Councillor David Edwards), who presented Professor Ronald Coleman (Chairman of the Board of Governors of Kingston University) and Dr Robert Smith (Vice-Chancellor) and then visited the Royal Victoria Hospital.

Her Majesty was received by Mr Rowan Bennett (President) and unveiled a plaque commemorating 125 years of the firm's trading in Kingston.

The Queen subsequently attended a Reception in the Guildhall and unveiled a commemorative plaque.

Lady Abel Smith, the Rt Hon Sir Robert Fellowes, Wing Commander David Walker and Major James Patrick were in attendance.

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Sqn Ldr Stevenson with Kate Saunders, whose life he saved after they were forced to eject from his jet

## RAF flyer honoured for crash bravery

AN RAF fighter pilot was yesterday rewarded for his bravery in saving a woman student pilot from the burning wreckage of his Harrier jet.

Squadron Leader Ashley Stevenson, 33, pulled Kate Saunders, 21, a Cambridge University undergraduate, from the wreckage in September last year after they had both ejected from the aircraft.

She was on fire and had broken her leg. He was bleeding from a terrible injury to his face.

Yesterday, the full details of the pilot's courage were disclosed after he was presented with the Queen's Commendation and the Royal Humane Society award.

Sqn Ldr Stevenson was taking Miss Saunders for an air experience trip and they were flying just 250 feet above the Humber estuary at 450mph when a bird flew into the cockpit of the aircraft.

"When the bird hit it ripped into my face and I was left semi-conscious," he said. "I could hear Kate screaming from behind, but couldn't talk to her. I knew we had to get out quickly, so I ejected and fortunately she followed."

The bird had knocked out his teeth, and he had crushed a bone in his ankle. After he landed he began to look for Miss Saunders. "I thought we had hit another aircraft at first and was also looking for that in case there was another fireball. Then I heard Kate's screams and ran across to where the fire was - it was spreading over the whole stubble field and there were explosions. I told her to keep shouting so I could find her. I hopped around to find her sitting upright."

"She was on fire and her back was burning and she was trying to get her life jacket from her body because it was alight. It was really the blast from the aircraft when it crashed that saved her. When she ejected she was so low it needed the sideways force from the explosion to cushion her fall."

"She was on fire around her neck, hands and legs and I put those out with my hands - luckily I still had ray

leather flying gloves on. I also ripped the burning lifejacket off her back."

They were then in danger of being overcome by the smoke, so he pulled Miss Saunders to safety across the burning stubble.

Sqn Ldr Stevenson's injured face has been rebuilt, with only a small horse-shoe shaped scar visible, although he still has trouble with his jaw and teeth. Miss Saunders suffered 30 per cent burns and missed an entire year at Cambridge, but is now fit enough to begin her studies for a Classics degree at Queens' College again in October.

Yesterday Miss Saunders, who wants to pursue a flying career in the RAF, said: "There's nothing I can say that can describe what I feel about Ashley and what he did for me. I think he's great. He completely disregarded his own injuries and was incredibly brave. I remember what happened and him telling me we were going to die if he didn't move us. I simply would not be alive if it wasn't for him."

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## Marriages

Mr D.A. Edgar and Miss P.S. Winder

The marriage took place on Saturday, July 4, at St Augustine's Church, Tunbridge Wells, of Mr David Edgar, younger son of Mr and Mrs Wallace Edgar, of Tunbridge Wells, and Miss Penelope Winder, elder daughter of Mr and Mrs Christopher Winder, of Tunbridge Wells, Kent. The Rev William Howell officiated.

The bride, who was given in marriage by her father, was attended by Miss Stephanie Winder, Miss Tessa Buxton and Miss Elspeth McCormick. Mr Andrew Dahl was best man.

A reception was held at The Spa Hotel.

Mr J.P.G. Studholme and Miss C.S. Fisher  
The marriage took place on Sunday, July 25, at the Church of St Andrew, Curry Rivel, Somerset, of Mr James Studholme, younger son of the Studholme, younger son of the Studholme, and Miss Charlotte Fisher, daughter of Mr and Mrs Philip Fisher and Mrs Ewan Hillier, Archdeacon Derek Hayward officiated.

The bride, who was given in marriage by her father, was attended by Sam Denton, George Osborne, Jack George North, Roman St Clair and Fred Farrell. Mr John Cherry was best man.

The reception was held at Midway Manor and the honeymoon is being spent abroad.

## Forthcoming marriages

Mr P.N.H. Barker and Miss L.A. Steel  
The engagement is announced between Philip, elder son of Lieutenant Colonel Barker, of Up Nately, Hampshire, and Lindsay, elder daughter of the late Mr Matthew Steel, of Staplehurst, Kent, and of Mrs Steel, now of Goudhurst, Kent.

Mr D.J. Dutton and Miss M.J. Cunningham  
The engagement is announced between Jeremy, younger son of Mr and Mrs Geoffrey P. Dutton, of Abbot's Ann, Hampshire, and Louise, elder daughter of Mr and Mrs Thomas Cunningham, of Galeswood, Essex.

Mr M.S.K. Chatterjee and Miss B.C. Neale  
The engagement is announced between Michael, elder son of Mr and Mrs S.K. Chatterjee, of Bloxworth, Dorset, and Belinda, elder daughter of Mr and Mrs B.C. Neale, of Westminster, London.

Mr T. Demetriou and Miss S. Hirstman  
The engagement is announced between Theo, son of Mr and Mrs Andreas Demetriou, of London, and Susie, youngest daughter of Mr and Mrs Brian Hirstman, of Sydney, Australia.

Mr J.R.B. Brind and Miss L.M. Bocking  
The engagement is announced between James, son of Major and Mrs Roger Brind, of Wells, Somerset, and Lisa, daughter of Mr and Mrs Colin Bocking, of Molesey, Surrey.

Mr M.D. Hopkins and Miss H.M. Messervy  
The engagement is announced between Marcus David, son of Mr and Mrs M.D. Hopkins, of Holybourne, Alton, Hampshire, and Hendra Maria, daughter of Mr and Mrs D.A.F. Messervy, of Holybourne, Alton, Hampshire.

Mr J.R. van der Post and Miss P.A. Gill  
The engagement is announced between Rupert, elder son of the late Mr John van der Post and of Mrs van der Post, of Wheatley, Oxford, and Penelope, daughter of Lieutenant Colonel and Mrs Peter Gill, of Camberley, Surrey.

Mr G.M. Carrick and Miss G.E. Adamson  
The engagement is announced between Geoffrey Myles, younger son of Mr and Mrs J.C. Carrick, of Lindfield, Sydney, NSW, and Gaye Elizabeth, daughter of Mr and Mrs R.J. Adamson, of Minchinhampton, Gloucestershire.

Flight Lieutenant J.T. Oldfield, RAAF, and Miss R.H. Blacktop  
The engagement is announced between John, son of Mr and Mrs J.T. Oldfield, of Carrara, Queensland, and Ruth, youngest daughter of the Rev Graham and Mrs Blacktop, of Wotton, Dorset, lately of Rickmansworth, Hertfordshire.

Mr T.F. Farnfield and Miss B.A. Benn  
The engagement is announced between Timothy, son of Captain and Mrs R.H. Farnfield, of Forest Row, Sussex, and Belinda, daughter of Mr O.P. Benn, of Blackheath, London, and Mrs C.D.J. Benn, of Lower Dicker, Sussex.

Mr D.C. Field and Miss A.L.H. Phillips  
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## Birthdays today

Professor Ingrid Allen, neuro-pathologist, 60; Mr Peter Bogdanovich, film director, writer and actor, 53; Miss Kate Bush, singer, 34; Miss Teresa Cahill, opera singer, 48; Sir Edmund Compton, civil servant, 86; East Cowley, 58; Mr Meredith Davies, former principal, Trinity College of Music, 70; Miss Frances de la Tour, actress, 48; Mr J.A.E. Evans, headmaster, Brentwood School, 59; Mr Justice Ewbank, 67; Mr D.H. Fraser, artist, 63; the Earl of Glasgow, 53; Lord Granville, 69; Miss Harriet Harman, MP, 42; Mr Richard Johnson, actor, 65; Lord Kilbrann, 78; Miss Wyn Knowles, former editor, BBC Woman's Hour, 69; Lord M. Macarty, 67; Mr M. Martin, actor, Royal Institute of International Affairs, 64; Mr Philip Mawer, secretary-general, General Synod of the Church of England, 45; Professor Anthony Mellows, Chancellor of the Order of St John, 63; Professor C. Northcote Parkinson, historian, 83; Mr Peter Plouviez, former general secretary, British Actors' Equity Association, 61; Sir Richard Paine, civil servant, 53; Mrs Anne Ridge, author, 80; Lord Justice Russell, 66; Sir Kerry S. Johnston, former chairman, P & O Containers, 61; Sir Clive Sinclair, chairman, Sinclair Research, 52; Mr Stan Siemsen, actor, 57; Mr Daley Thompson, athlete, 34.

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## OBITUARIES

## DAVIDE SALA

David Sala, philanthropist and leader of Iraqi Jewry, died in London on July 17 aged 78. He was born in Baghdad on July 11, 1914.

DAVIDE Sala was one of the key figures in the mass exodus of Iraqi Jewry to Israel in 1951. He also tried to effect an exchange of populations between Iraqi Jews and Palestinian Arabs. But although he met a special envoy of the American president, Harry Truman, and representatives of the British government, the deal fell through for lack of all-round support.

As a result of his work resettling Iraqi Jews in Israel, Sala was fully aware of the problems faced by "Bagdadi" Jewry in Israel, whereby educated people who had been men of substance and significance in Iraq sometimes became marginalised in a society dominated by westerners. When he settled in Britain in 1948 he found a similar situation here with Iraqi Jews who had prospered in business remaining on the fringes of the Anglo-Jewish community.

He contacted Anglo-Jewish leaders to see where he could

find a place. He was expelled from the Iraqi authorities. He was expelled from Baghdad twice, the first time in 1937, soon after his return from Beirut when he was sent to the southern town of Al Hillah.

In 1940 he was expelled again, this time to the desert town of Ramadli. On one of these occasions, he spent several weeks cooped up with three Palestinian Arabs. But as soon as he was back in Baghdad, he resumed his illegal underground activities, arranging Hebrew language tuition, self-defence and emigration to Israel, both legal and illegal.

With his Middle Eastern background, Sala was always aware of the need for Israelis to talk to the Palestinians and said so publicly while Jewish settlements were springing up in Gaza and the West Bank under Yitzhak Shamir's premiership.

In 1947 there were an estimated 125,000 Jews in Iraq. In 1948, when the state of Israel was declared, emigration was stopped and Jews were put on trial for the crime of Zionism. About 13,000 fled until, in 1950, the Iraqi government decided to let the rest go after stripping them of their goods. Operation Ezra and Nehemiah, which lasted from May 1950 to August 1951, took 110,000 people from Iraq to Israel. David Sala was one of the small organising committee.

In June 1951, an arms cache was uncovered at the Masouda Sham-Tov synagogue in central Baghdad. It was the remains of a previous illegal emigration operation and neither Sala nor his committee colleagues knew anything about the concealment. Sala was furious that the community had been put at risk. Two men involved in the arms cache were executed and Sala had to flee for his life.

He escaped to neighbouring Iran where he set up an oil services business with overseas offices. It did so well that it attracted the attention of the Shah who sent an agent to express the Shah's desire to go into partnership with him. Taking this as a danger signal, he sold his interests in the Shah and re-established himself and his business in Milan. In Italy he changed his name to Sala.

In 1978, with Italian kidnapping making life dangerous for the wealthy, he moved to London with his wife and three daughters. It is perhaps ironic that a man who risked his life sending Iraqi Jews to Israel never actually lived there but he never lost sight of their problems and supported their aspirations.

In Israel he and his wife, Irene, endowed universities, museums, hospitals and municipal centres, as well as giving scholarships every year to 20 students.

But although the recipients of his generosity knew of his existence — and he was a rounded, jovial man — he resolutely refused to give interviews until three years ago when he was finally persuaded that going public would encourage others of his community to follow in his footsteps.

He is survived by his three daughters.



most help the community. After tackling the then Israeli ambassador to London for not inviting Eastern Jews to embassy functions, he made it his business to integrate the Eastern Sephardi and Western Ashkenazi communities at charity functions. He organised a Sephardi committee to raise money for Israel. This was a new departure for many Iraqi Jews, who still resented the treatment handed out to their compatriots in Israel. With his pride in his community's history, he funded research and writing on the Babylonian heritage.

David Sala was born into the Yehuda family of Baghdad but the name, meaning Jew, marked him out for discrimination in the hostile climate of independent Iraq, so he changed it to Salama, his father's first name. He was educated at a Jewish primary school, one of Iraq Jewry's thirty or so educational establishments. He went on to a state secondary school and studied business management at the American University of Beirut on a rare government scholarship. He returned as a teacher, administrator of the network of Jewish communal educational and welfare bodies, and novice businessman. He also entered the Zionist movement, thus incurring sus-

## JOHN PRIZEMAN

John Prizeman, architect and designer, died on July 10 aged 61. He was born on November 15, 1930.

JOHN Prizeman combined architectural work with actively promoting the importance of good design. He was a dedicated, yet modest, ambassador, influencing a wide range of people, as well as writing newspaper articles and popular books.

He was trained at the Architectural Association after the second world war, when the challenges to architects were obvious. His first job was with a firm of innovative structural engineers, Felix Samuely & Partners, rather than a conventional architectural practice. He soon realised, however, that he could operate most effectively as a one-man band, thus gaining the flexibility to cross professional barriers.

His practice, briefly combined with teaching, soon encountered kitchen design, upon which, over the next ten years, he was to make a significant impact. Helped by sympathetic manufacturers, he broke away from the then standard rows of cabinets and equipment, developing curved and island layouts, varying counter heights and dismembering kitchen equipment. This led to display kitchens at the Ideal Home Exhibition and the Design Centre. His "kitchen" for the Electricity Board could be glimpsed in the James Bond film *The Man with the Golden Gun*.

He developed product designs with the Gas Board and Adamson, a company which produced the *Prizeman*, the first undercounter sink bonded to a laminate work surface. He designed Westinghouse's showroom in Berners Street, and was invited to Italy to develop product designs for Boffi. Italy was then, as now, an inspiration to designers, and Prizeman was thrilled to be given the respect which he believed designers deserved. All this



work he summarised in his book *Kitchens for the Design Centre* in 1966.

Prizeman's ability to write clearly about design, and to illustrate his ideas with witty drawings, led to many newspaper articles, in particular a series commissioned by Shirley Conran for *The Observer* women's section. An illustration in the *Daily Express* led to a commission to design a new town in Trinidad for the Trinidad Sugar Estates. Political changes ended this after the first few houses had been built.

Prizeman believed that a designer

should be able to design anything, regardless of scale. Techniques had to be studied and new materials investigated, but the human possibilities of use and aspiration were always present. Being his client was exhilarating and demanding. Exhaustive enquiry would be followed by an imaginative run of ideas, always unconventional, often quixotic, to which clients had to respond and which they had to keep within bounds.

He designed a series of simple timber houses, art galleries for Eskenazi, Richard Green and Kasmin, a bookshop for Bertram Roth, a brasserie for Peter Langman, and a range of beautifully detailed domestic conversions, making imaginative use of limited space, which are the inevitable fare of a small practice. He designed a chair for Aram Designs, and a chaise-longue for the Design Centre, one of the many prototypes never taken up by what Prizeman thought was a timid and hidebound industry. His designs display a craftsman's respect for materials and a passion for detail. They have a clarity and sparseness, the product of a Quaker sensibility, unmoved by fashion.

He was a member of the selection committee of the Design Centre, and of the council of the Architectural Association, becoming its president in 1980. He did much to bring architectural members and interested non-architects into contact with the work of the school.

In his book *Your House: the Outside View* (1975), he shared his knowledge and love of traditional English buildings with a wide public. His ability to see where quality lay was communicated with infectious enthusiasm, accompanied by many of his photographs.

He married, in 1958, Willow Bentley. He had a son and two daughters, all of whom have followed their father's profession.

## JUANITA

Joy Ganjou (Juanita), variety artist and dancer, died on July 27 aged 80. She was born in London on January 23, 1912.

JOY Ganjou was the real name of the diminutive and petite acrobatic dancer known as Juanita who appeared on the music and variety hall stages of the 1930s and 1940s, as a member of a remarkable adagio act billed as The Ganjou Brothers and Juanita. Although never top of the bill, the act commanded a huge fan following and Juanita and her three male partners were certainly among the highest paid performers of their time, playing such diverse dates as the London Palladium one week and the Granada Cinema, Kettering, the next, not to mention three Royal Variety shows and a personal invitation from President Truman to appear at the White House.

Billed as "Romance in Porcelain" Juanita would make her stage entrance to the strains of *Sheherazade* or *The Blue Danube*, usually dressed in a skimpy silk costume, and proceed to be lifted and twirled dramatically over the heads of the Ganjou brothers — or indeed between their legs. Managements of the theatres described the act as "poetry in motion" and audiences would be suitably impressed.

Joy Ganjou always wanted to be a dancer, albeit a classical one, but her mother introduced her to variety and took her to Blackpool in 1934



to audition for a variety show at the Opera House. She shared theatrical digs with another dancer who was supposed to appear with the already famous Ganjou Brothers dancing act. Unfortunately the fellow dancer became

pregnant and deserted the company and Joy took over her role and was later given the name Juanita.

The act was quickly snapped up by the powerful Moss Empires circuit and supported comedians such as Tommy

Handley, Max Miller, Arthur Askey, Jimmy Wheeler, Rob Wilton and countless others over a period of 30 years.

The act went to Hollywood in the 1950s where they were regularly featured on television and Joy subsequently married Serg Ganjou in 1958 in a typical glittering show business wedding in Las Vegas. The British press took her to their hearts and it was not unusual to open a women's magazine to read the headlines "Lovely Juanita at home" or "Legendary dancer Juanita finds happiness in cooking for her husband".

She was a shy and retiring person off-stage and after she left the act through ill-health in the late 1950s she dedicated herself to the show business charity the Grand Order of Lady Ratlings and in 1961 was made Queen Ratling.

She worked tirelessly until last year when illness prevented her from making further public engagements and was last seen as a guest at a British Music Hall Society show at the Barbican Theatre in January on her 80th birthday. When the audience were told by the compere that Juanita was sitting in the stalls the orchestra played *Sheherazade* and she was given a standing ovation.

A picture of her stands in the London Palladium Hall of Fame and when asked recently by a fan how she would like to be remembered she replied, with typical modesty, "I would like to think that I was a small part of the great days of variety and that I did my bit."

## APPRECIATIONS

## John Bratby

YOUR obituary of John Bratby (July 22) stresses the strength of his draughtsmanship; this unexpected side of his art I discovered when I saw a meticulous tiny still-life which Beryl Middleton-Sandford had kept for herself from one of her Bratby exhibitions. Unable to buy it I went to see the artist; he was uninhibited in showing his early work.

Typically his answer to my request to buy some of these little early masterpieces was that I must acquire every work on paper in the house. Thus I went away with more than 500 drawings. If it is true, as I believe, that out of ten Bratby paintings eight are indifferent, one is good and the tenth is a masterpiece then the ratio in his drawings is reversed. This I discovered in sorting through the horde; no sooner had I finished than he wrote to say he had made another 50. I was captured by his brilliant salesmanship.

Julian Harnoll

## John Barron

YOUR obituary (July 20) of John Barron brings back to me vivid memories of when I also was working for UNRRA in Yugoslavia in 1945-46 and knew and worked with him. I was impressed with his loving concern for and work with abandoned children. He was particularly concerned for those who had been blinded and to repair any damaged fingers so that at least they could learn to read Braille.

He occasionally invited me into the operating theatre and explained some of the intricacies of what he was doing. I particularly recall one occasion when a Partisan officer who had joined us became concerned I might faint. In the end it was he who fainted — not me! John made what he

was his own dealer, agent, publicist. If in the late fifties the man-in-the-street knew Bratby as England's most famous working artist, Bratby was not going to allow himself to be forgotten. His letter-writing to galleries suggesting an exhibition was notorious. In recent years these letters were often transcribed by his wife Patti; his hand-writing had become erratic.

Last year I commissioned him to make a series of line drawings, with colour, of Paris and Venice. I wanted 20 but got a hundred. In each the control of line is unhesitant; the shaking hand which disrupted his script has gone. It is as if, in these later drawings, his hand is directed by a different side of the brain to that which managed his writing pen. His was an innate draughtsmanship which will, when his art is re-assessed, come as the revelation your obituary suggests.

Julian Harnoll



was doing so interesting and informative to a lay person that my wonderment was stronger than my stomach!

Olive Paynton

## Sir Patrick Meaney

PAT Meaney (obituary, July 20) was both a valued colleague on the ICI board for 11 years and a close personal friend. His shrewd advice, good fellowship and warm, breezy personality have been a welcome part of the British business scene for many years.

All of us who served with him on the board of ICI learned to weigh his opinions and the judgment honed from a long and varied experience.

He was often a key sounding board on difficult decisions and gave generously of his time when his guidance was sought.

He had an enormous circle of friends from all over the world who appreciated greatly his humour, courtesy and resilience when the going was tough. Above all I shall remember him as a man who enjoyed life to the full, but never more so than when he was in the company of his beloved wife, Mary, and his close-knit family.

Sir Denis Henderson

## Robert Liddell

IN THE excellent obituary of Robert Liddell (July 27) I am surprised to find no reference to his long friendship with Barbara Pym. They met at Oxford in 1932 and their friendship and correspondence continued until her death in 1980. In 1989 Robert Liddell published *A Mind at Ease* — Barbara Pym

and Her Novels, and asked: "What is the secret of her spell?"

It was, in fact, through reading a biography of Barbara Pym I came to know of Robert Liddell and to relish his novels. The long and rewarding friendship between these two civilised writers needs to be remembered.

Jeanne Adam

## July 30 ON THIS DAY 1912

In a leading article (July 31) on the Festival, the writer, in noting that in Germany popular music was as much practised as it was enjoyed, expressed the hope that "... England may soon become a really musical nation again ... by the active practice of the art."

## THE LEAGUE OF GERMAN SINGERS

BERLIN, July 28. The eighth festival of the League of German Singers is taking place this week at Nuremberg. The celebrations this year have an especial commemorative character. Fifty years ago there was held in the old park of Rosenau, to the north of the town, the first singing festival representative of the German stock, and a year later, in 1862, the League of German Singers, the object of which was to be the cult of the German *Lied*, was founded at Coburg by the Duke of Saxe-Coburg and Gotha, Ernest II. This league now has a membership of 720,000. It embraces 5,700 unions of German singers scattered over the two hemispheres, and has to some extent provided what its founders appear to have hoped it would provide — a link of sentiment between the widely-scattered fragments of the German stock.

About 40,000 singers are said to be taking part in the festival this week. The proceedings began on Saturday evening with a reception in a large glass palace in the Luitpoldhain and the despatch of telegrams of homage to the Emperor William, the Emperor Francis Joseph, and the Prince Regent of Bavaria. Yesterday the festival itself began in a hall erected for the purpose. Duke Ernest Augustus of Saxe-Coburg and Gotha and Prince Alphonso of Bavaria,

representing the Prince Regent, were present. After an opening chorus the banner of the league, decorated for this festival with a gilt laurel wreath, was solemnly transferred from the keeping of the town of Breslau, where the last festival in 1907 was held, to the keeping of the town of Nuremberg. The president of the league made a short speech in praise of the German *Lied*, "on the empire of which the sun never sets." The *Lied* went wherever the German went, and under its inspiration Germans became one in spirit and were encouraged to "hold fast in the struggle for German culture." After a short ceremony in honour of the veteran minstrels surviving from the first festival in 1861, the choir sang a national song and the final scene from *Die Meistersinger*.

In the afternoon there was a picturesque procession of the choir from the *Lauter Tor* ... to the festival ground on the Luitpoldhain. Nineteen German unions from foreign countries took part. The Americans were preceded by mounted Indians and cowboys, while the Turkish, Polish, Austrian, and Russian Germans wore in most cases distinctive costumes. The main design, however, of the procession was apparently to illustrate by elaborate costume groups the various periods of *Lied* composition. One group portrayed the romantic time of the Minnesinger, who flourished from the 12th century to the beginning of the 14th. The main figures were the Lady Minne and the famous minstrel poet Walter von der Vogelweide. Another represented the master singers of the 16th century, with Hans Sachs and the apprentices conspicuous figures. A third was a tableau illustrating Goethe's lyric "Hedenstein." In another group were figures connected with the poet of the Liberation period, Körner (1791 to 1813) — Marshal Bücher, surrounded by his officers, and a throned colossal figure of Germania ...

## ANTHONY 'FAT TONY' SALERNO

Anthony "Fat Tony" Salerno, boss of New York's powerful Genovese crime family, died of complications following a stroke at the Medical Centre for Federal Prisoners in Springfield, Missouri, on July 27 aged 80. He was born in East Harlem in 1911.

LUCK ran out for Fat Tony Salerno in 1986, when he was finally identified by federal prosecutors as a senior member of "the commission" — the ruling council of the five member families of La Cosa Nostra, otherwise known as the Mafia. Arrested after FBI surveillance of a commission meeting, Salerno was the central figure in a dramatic trial that lasted for ten weeks.

It was the first time that the federal government had suc-

ceeded in bringing racketeering charges against the mob, and Salerno was sentenced to 100 years imprisonment at the age of 75. To make assurance doubly sure that he would never get out of jail, he was subsequently charged with a separate racketeering offence and sentenced to a further 70 years behind bars.

Fat Tony was a gangster of the old school. Not for him the flashy elegance of John Gotti, who paraded the streets in \$1,000 suits. Despite his immense wealth — at the time of his trial he was rated by *Fortune* magazine as the most powerful and wealthiest gangster in America — Salerno frequently held council dressed in a fedora, T-shirt, and crumpled trousers.

He grew up on the streets of East Harlem, running numbers for the mob, and never



strayed far from his power base. But as boss of the 200-member Genovese family his influence extended from the Miami waterfront to labour unions in Cleveland, and to rigging construction bids on

Manhattan skyscrapers. His annual income from these activities — and from loan sharking, profit-skimming from Las Vegas casinos and a "Mafia tax" on building operations — was estimated at tens of millions of dollars. He maintained a home in Miami Beach, a 100-acre estate in Rhinebeck, New York, and an apartment in the fashionable district of Greenwich Park. Yet he steadfastly maintained that all this came from the ownership of several small businesses.

Salerno did, it was true, own a few shops. One of them was in a Harlem street that was ravaged by rioters during the civil unrest of 1964. Amid all the carnage, his were the only windows that remained unsmashed. "Even in the middle of a riot, people knew better," said Professor How-

ard and Abadinsky of Chicago's St Xavier University, author of several books on organised crime. "He was extremely powerful. Paul Castellano of the Gambino family was perhaps first among equals, but Fat Tony would have been the other most powerful figure on the East Coast."

It was not until the early 1980s, with the retirement of Philip Lombardo, that Salerno became boss of the Genovese family. But his rise in the hierarchy of the underworld had begun much earlier. In 1959, when he was already well known to the Manhattan district attorney as a "gambler, bookmaker and policy operator", an investigation into the Mafia's involvement in boxing found that he had secretly helped to finance a heavyweight title fight at Yankee Stadium between Ingemar

Johansson and Floyd Patterson. But he was never charged with any offence. Nor was any action taken over his alleged control of Harlem's biggest numbers racket, which was said to be raking in as much as \$50 million a year.

Salerno's first and only other criminal conviction came in 1978, when he was charged with federal tax evasion. Prosecutors claimed that he was getting at least \$10 million a year in illegal income, but reporting only \$40,000 to the tax authorities. His attorney, Roy M. Cohn, said that he was merely a "sports gambler", but Salerno pleaded guilty and was sentenced to six months imprisonment. Next time, in 1986, he was less fortunate.

When he died he still had 167 years of his sentence to serve but would have been eligible for parole in 1996.

## Council to save Palace House from decay

By JOHN SHAW  
PALACE House, Newmarket, part of the oldest racing stable complex in the world, is being bought by the local council to save the building from further decay.

Forest Heath District Council has agreed to spend up to £50,000 acquiring the Grade II star-listed property and officials estimate that a further £500,000 will have to be spent on repairs.

Stephen Catchpole said: "It's a wonderful opportunity. Our aim is to try and restore Palace House to something

like its former glory and make it a feature the town can be proud of once more."

The Victorian house stands on part of the palace built by Charles II and opposite his racing stables. The basement is supposed to contain a secret tunnel leading to Nell Gwynn's cottage across the street. Charles, a famous sportsman, gave his name to the Rowley Mile racecourse and instituted the town plate, an annual race still run on the heath. It was introduced in 1665.

The house was built in the

early 19th century. It was bought by the Rothschilds in the 1860s and saw some of its greatest glory during the town's late Victorian and Edwardian heyday. Edward VII and Lillie Langtry were visitors together with other members of the Edwardian society racing set. It remained in family ownership until the mid-1980s.

After being sold, the house gradually slipped into a downward spiral of decline. Vandalism led from the roof. Rain water damaged the

interiors, and stone urns were stolen from outside. Various developers' schemes failed to materialise.

"We have had to step in almost as a last resort to try and save the house for the public good," Mr Catchpole said. "We shall be working closely with English Heritage and the private sector to return it to public use. Of course it's going to cost money, but we are taking a long-term view because this is the most historic building in Newmarket."

## Latest wills

Recent wills include (net, before tax):  
Mr Clifford Henry Carley, of Lenham, Kent, £507,059.  
Alexandra Claire Duddell, of London, £719,429.  
Mr Peter Ellis, of Oxford, £262,600.  
Col Sir Ronald Laurence Garsner-Thorne, of London, £433,724.  
Mrs Joan Cathleen Hale, of Exeter, Sussex, £1,259,517.  
Mr Walter Anstey Hawkins, of Alveston, Avon, £1,125,924.  
Mrs Doreen Mitchell Hendry, of London, £1,018,291.  
Mrs Doris Lilian Hilton, of Queensborough, Leicestershire, £710,927.

Mr Reginald Marrell, Barnstable, Devon, £1,181,668.  
Mr John Stanley Norris, of Penrith, Cumbria, £518,159.  
Mr Mark Shine, of East Haddon, Northamptonshire, £1,829,107.  
Sir Robert Grainger Ker Thompson, of Minehead, Somerset, £258,966.  
Mr Edwin Francis Trent, of Brighton, East Sussex, £639,100.  
Mrs Mary Elizabeth Vernon, of Holyport, Berkshire, £826,794.  
Mr Thomas William Wright, of Milford on Sea, Hampshire, £446,592.



## Coach firm and BR staff seek railway franchises

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

STAGECOACH Holdings, a Perth-based coach company with ambitions to become a key private-sector rail operator, is to bid for the ScotRail passenger franchise, British Rail's Scottish operation.

The ScotRail franchise, described by John MacGregor, the transport secretary, at a business breakfast in Aberdeen yesterday, as an "obvious candidate" for one of the first franchises under the government's rail privatisation plans, would permit the franchisee to run passenger services on ScotRail's entire 1,700 miles of track.

Senior managers in InterCity, British Rail's profitable national passenger network, are preparing to bid for the franchise to run InterCity passenger services, in an effort to preserve the InterCity brand name and keep the national rail network intact.

InterCity managers fear that government plans to fragment the national passenger network into the five lines of route divisions, such as the east and west coast mainlines, would undermine the InterCity brand name and waste two decades of building the network.

Instead, InterCity managers are experimenting with franchise options designed to reconcile the government's determination to bring private sector entrepreneurial skills into the railways, with the desire of rail managers to preserve the benefits of a national passenger network.

The Stagecoach bid for ScotRail, which is expected to be submitted by Stagecoach Rail, a subsidiary of the parent company, could face stiff competition from a buy-out team of ScotRail staff, which was described yesterday as a distinct "possibility" once implications of the government's rail privatisation white paper, including the likely level of government subsidy, are clarified.

Highlighting government support for management buy-outs, Mr MacGregor said he hoped that existing staff would be among those seeking franchises "once more details on the charging regime and the franchising conditions are published". The government was eager for franchises to reflect national or regional identities "wherever possible" in an effort to rekindle local pride in the railways, he said.

ScotRail, which runs 1,650 passenger trains between 315 stations and employs 11,000 staff, had turnover of £116 million last year and an estimated 50 million passenger journeys. It is heavily dependent on government subsidy for loss-making services, which would have to be maintained after privatisation.

## RUC men could face trial

Continued from page 1

Of Witness A whose testimony could not have been part of an attempt to smear the UDR since, on its own, it would not have been sufficient to convict Latimer.

The second important element was the evidence of Elaine Dunne who saw the gunman as he ran towards Mr Carroll. Mrs Dunne gave a similar description of the clothes worn by the gunman as Witness A, but said the man she saw was definitely not Latimer, whom she also knew. Sir Brian said he believed Mrs Dunne had been mistaken in her belief that the man was not Latimer.

The third and most important element in the decision was the evidence relating to the making of confessions in police custody by all four appellants. Sir Brian said electrostatic (ESDA) examinations had revealed "a number of very grave matters, which were that some police notes had been rewritten, that a request by one and possibly two of the appellants to see a solicitor had been deleted from the notes, that false authentications had been appended to some of the notes, and that police officers had given untruthful evidence about these matters".

Full details, page 2



Over-ridden: drip-feed in place, an exhausted Dokaz is winched onto a truck by veterinary staff

## Exhausted horse winched to safety

FROM JENNY MACARTHUR IN BARCELONA

THE Olympic three-day event competition at El Montanya, in which Britain is lying in a silver medal position, was held up for 45 minutes yesterday after the Russian horse Dokaz, ridden by Oleg Karpov, fell at fence 26, a set of timber rails called Valentini's Gravel Pit.

The horse showed signs of exhaustion and, after being anaesthetised, was taken by ambulance to the horse clinic. Dr Peter Cronau, the chief of the International Equestrian Federation Veterinary Commission — and one of 18 vets in attendance during the event — said: "The horse was back on its feet two hours

after the accident. The blood test was satisfactory."

Despite the intense heat at El Montanya, this was one of the few casualties on the gruelling 33-fence, four-and-a-half-mile cross-country course. "Most riders heeded our advice and made sensible use of the smaller, alternative fences if they felt their horse was tired," Mr Cronau said.

Out of the 82 starters only 12 horses failed to complete the course. Ironically, the 45-minute delay for the Russian horse may have contributed to this high survival rate. Britain's Karen Dixon,

who is lying eighth, was the next to go after the hold-up. She said her mount, Get Smart, felt like a fresh horse after his enforced rest.

Earlier, on the steeplechase phase of the three-day event, Mark Todd, New Zealand's dual Olympic champion, saw his chances of a third gold medal disappear when his horse Welton Greygal sustained a suspected fractured bone in its leg. The Australian Matt Ryan on Kybah Tic Toc is the overnight leader for the gold medal.

Olympic reports, pages 28-30

## Olympic sketch

## A weird but high form of bravery

It is not all that easy to break your neck at the Olympic Games. Certainly, every single competitor who goes down to the start in every single event, not excluding synchronised swimming, possesses colossal courage. No matter what you do, it takes some nerve to get out there and do it at the Games.

But which of the competitors are in real danger of actually breaking their necks? Divers, certainly, and gymnasts (nice to know the Games has no prejudice — quite the reverse — about putting little girls in the firing line) and, also, the competitors in what must be probably the most dangerous game of the entire Olympics, three-day eventing.

The cross-country section of the three-day event was held here yesterday; medals will be decided after the showjumping section today. And yesterday asked about the usual questions about courage, and a good few extra ones besides. Extreme physical bravery is just the start of it and there was plenty of that on show; this was probably the finest day of action at the Games so far.

But there is a moral courage too. You need that when you are in the business of throwing your heart over a fence and hoping to catch it on the far side. It involves trust: basically, evening is a test of the trust that exists between mammals of different species. That kind of trust, at that level of performance, requires a very weird but very high form of bravery.

It is a thing that can go wrong. A rider from the Unified Team, Oleg Karpov, rode his horse so hard in the heat that it collapsed, and came close to death. The horse was suffering from extreme exhaustion: it was anaesthetised by the vet and taken away; it will probably survive. But Karpov, seeking courage, found self-deception.

The opposite trait was shown by Ian Stark of Great Britain. His splendid round on his basty and bounding grey, Murphy Himself, took him into fourth place individually. Stark then said that this was Murphy's last cross-country. The horse could unquestionably compete a little longer. "But I've never believed in working horses

until they've got nothing left." It is brave to back down at the right moment. Stark unquestionably had a spectacular round to end up with, but then all Murphy's rounds are spectacular. "He's an absent-minded professor with the body of Arnold Schwarzenegger," Stark said.

Stark is one of the greatest, if not the greatest, rider in the world. But in this sport, when you try to talk to the riders about how great they are, they tell you only how great their horses are. They are capable of going on for hours at a time about their beasts. "An amazing horse," Stark said. "Get into trouble, he says, sit still. Dad, and I'll sort out. Though sitting still isn't always easy."

Clearly not, and it requires courage, as well as quite extraordinary balance, to sit there while madcap Murphy solves problems. The thing is, Murphy only knows one way to solve any sort of problem, and that is an enormous leap into the air. He is a demoted roller-coaster of a ride, and Stark rides, in the phrase from Stark, as if he had a spare neck in his pocket.

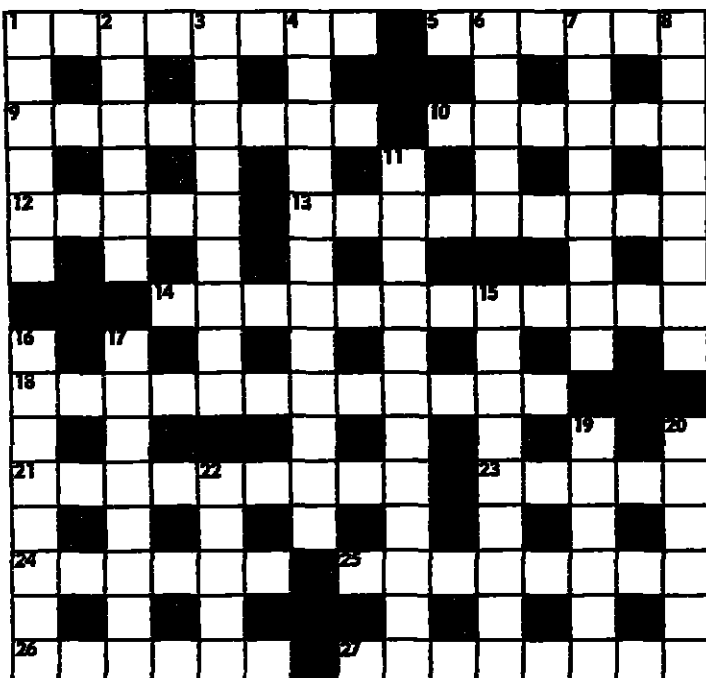
One of the fences, not inaptly numbered 13, looked, and no doubt felt, like jumping off the edge of the world. "I can't think of anything that feels better than jumping fence 13," Stark said, adding "Except maybe sex." Note that maybe.

But even after such glories early in the round, Stark has the courage to back off. Murphy tired in the heat — all that hard work of trying to tug your rider's arms from their sockets must be extremely taxing — and Stark allowed him to slow down. A gloriously fast clear round looked on the cards, but Stark was aware enough, and brave enough, to know that this was not to be a golden run.

Today's show-jumping will be less demanding of physical courage, but absolutely shredding of the nerves. New Zealand, in first place in the team competition, cannot afford to knock two fences: the Brits, in second, cannot afford to hit any. "It makes a good competition," Stark said. "It fills the riders."

SIMON BARNES

## THE TIMES CROSSWORD NO 18,984



- ACROSS**
- Sack Sir Henry for starting a blaze (8).
  - These states give backing to party movement (6).
  - Acknowledgement of merit in a brace of musicians? (8).
  - Start of sedition by republicans, capturing king in mountains (6).
  - Mate in the People's Republic (5).
  - Popular Bishop of Rome, albeit severe (9).
  - New slaves chosen for sticking together (12).
  - Annoyingly like an Irish girl with a prickly sensation (12).
  - The early efforts of one university in throwing the javelin (9).
  - A cricketer's elegance of movement (5).
  - Extremely desirable situation for an absolute ruler (6).
- DOWN**
- Poem written up on course — not quite a failure (6).
  - Loop the loops again, and get a kick out of it (6).
  - Protest about tar found during visiting dignitary's stroll (9).
  - A foolish tradition, but constituents in Wales loved it (3,5,4).
  - Indistinguishable from a Liberal president (9).
  - Unusually great man singled out for attack (8).
  - It's wrong in court persistently to punish (8).
  - Highly exciting lawsuit ending in sound agreement (6-6).
  - Instruct a number out east, including new student (9).
  - Wrongly estimate the secret service's leader in Israel (8).
  - Crack upset thrifty type during exam once (8).
  - Father's got a girl — a dish (6).
  - He pays rent to odd characters in Leeds — get it? (6).
  - She wept when sunny — and no kid (5).

Solution to Puzzle No 18,983

BUCKSHOT SLIPUP  
I O P V S O A A  
CONTINUATION DAY  
E T N L U K R P  
PLUMOSE BEECH  
S M F B E E O  
PERFECTO ELIEN  
CLAD SINECURE  
ADMISS SINECURE  
R I Y H R E S A  
OILDRUM FRETSAW  
U A I E O S T A  
SHRINKRESISTANT  
E O G E S E L H  
LOOTER PAISTILLE

## WORD-WATCHING

By Philip Howard

- OXTER**  
a. A cowherd  
b. A bird that picks ticks  
c. A peasant on a lance
- GARLION**  
a. Cross between garlic and onion  
b. A Tibetan stone lion  
c. A peasant on a lance
- MUSARD**  
a. Absent-minded dreamer  
b. An aromatic herb  
c. A fencer's visor
- OUCH**  
a. A slinging fly  
b. A Padian tribesman  
c. Setting for a precious stone

Answers on page 14

## AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0835 401 followed by the appropriate code.

**London & SE**

C London (within M & S Cross) 731  
M-ways/roads M4-M1 732  
Frankfurt 733  
Lunch 734  
M-ways/roads M1-Dartford 735  
M-ways/roads M2-M4 736  
M25 London Orbital only 736

**National**

National motorways 737  
West Country 738  
Wales 739  
Midlands 740  
East Angles 741  
North-west England 742  
North-east England 743  
Scotland 744  
Northern Ireland 745

AA Roadwatch is charged at 36p per minute (cheapest rate) and 48p per minute at all other times.

## WEATHER

Dry and settled over northern England and north Wales, although cloudy at times. Over southern England and Wales more cloud than yesterday with the risk of isolated showers. Scotland will be mainly cloudy with light showers in the west but good sunny spells to the east. Outlook: mainly dry with sunny intervals, although southern England will continue to be at risk from thundery showers.

## ABROAD

MIDDAY: 1=thunder; 2=drizzle; 3=fog; 4=sun; 5=cloud; 6=rain; 7=rain; 8=rain; 9=rain; 10=rain; 11=rain; 12=rain; 13=rain; 14=rain; 15=rain; 16=rain; 17=rain; 18=rain; 19=rain; 20=rain; 21=rain; 22=rain; 23=rain; 24=rain; 25=rain; 26=rain; 27=rain; 28=rain; 29=rain; 30=rain; 31=rain; 32=rain; 33=rain; 34=rain; 35=rain; 36=rain; 37=rain; 38=rain; 39=rain; 40=rain; 41=rain; 42=rain; 43=rain; 44=rain; 45=rain; 46=rain; 47=rain; 48=rain; 49=rain; 50=rain; 51=rain; 52=rain; 53=rain; 54=rain; 55=rain; 56=rain; 57=rain; 58=rain; 59=rain; 60=rain; 61=rain; 62=rain; 63=rain; 64=rain; 65=rain; 66=rain; 67=rain; 68=rain; 69=rain; 70=rain; 71=rain; 72=rain; 73=rain; 74=rain; 75=rain; 76=rain; 77=rain; 78=rain; 79=rain; 80=rain; 81=rain; 82=rain; 83=rain; 84=rain; 85=rain; 86=rain; 87=rain; 88=rain; 89=rain; 90=rain; 91=rain; 92=rain; 93=rain; 94=rain; 95=rain; 96=rain; 97=rain; 98=rain; 99=rain; 100=rain; 101=rain; 102=rain; 103=rain; 104=rain; 105=rain; 106=rain; 107=rain; 108=rain; 109=rain; 110=rain; 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FILMS p3

Tom Cruise  
with muscles;  
Jim Jarmusch  
flexes his

BOOKS p5

The myth  
that killed  
Marilyn  
Monroe



# LIFE & TIMES

THURSDAY JULY 30 1992

## When an inspector calls the shots

The UN inspectors in Iraq are pilloried and attacked. James Bone on the wedge between Saddam and his nuclear arsenal

**S**cuttering through the crowds outside the soaring headquarters of the United Nations in New York, Karen Jansen looks like just another tourist. She clutches her handbag as she walks, like the out-of-towner she is. She hails from the Midwest, likes to spend her spare time cooking and gardening, is worried about her perm growing out, and admits to a "chronosomal predilection for shopping".

Nobody stops her in the street. The assorted holiday-makers have no clue that this is the woman who stood up to Saddam Hussein.

On July 5 Major Jansen marched up to the gates of the Iraqi agriculture ministry in Baghdad at the head of a UN team of inspectors, and demanded to be let in, in order to search for suspected documents about Iraq's remaining ballistic missiles.

The Iraqi press pilloried her team as "scoundrels", "stray dogs", "rats", and suggested she was a spy for the CIA. Demonstrators barbed her, and Tariq Aziz, Iraq's deputy prime minister, declared:

**"They are going to try to get us to do something stupid"**  
Karen Jansen

"The United States is sending military officers and spies to Iraq under the cover of the UN inspection teams to implement its conspiracy against Iraq," Major Jansen has led six UN inspection teams over the last year to Iraq in search of weapons of mass destruction. She is a member of the corps of approximately 400 people from 33 countries who have conducted some 40 UN weapons inspections in Iraq since the end of the Gulf war. In the midst of last week's confrontation over the agriculture ministry, Rolf Ekeus, the chief UN weapons inspector, who is considering standing down, admitted that he never expected his teams to accomplish as much as they had. Now, his unprecedented operation is regarded as a model for arms control.

Security Council Resolution 687 of April 1991, which fixed the terms of the Gulf war ceasefire, banned Iraq from possessing or developing any nuclear, chemical and biological weapon or ballistic missile with a range of more than 90 miles. Saddam Hussein's already huge arsenal and his clandestine weapons development programmes were to be ferreted out by UN inspectors and destroyed.

The UN was to continue monitoring Iraq's defence industries into the indefinite future to stop Iraq rearming. It was a Herculean, and unprecedented, task for an organisation only recently resuscitated after lying moribund for most of the Cold War.

The job was divided between the International Atomic Energy Agency (IAEA) in Vienna, which had so conspicuously failed to spot Iraq's nuclear ambitions in its peacetime monitoring work in the country, and a newly created body in New York called the UN Special Commission. Both organisations are headed by Swedes. Hans Blix, the director general of the IAEA, assumed responsibility for unmasking Iraq's nuclear weapons programme. Mr Ekeus, who was working in Vienna as a Swedish diplomat, moved to New York in order to take control of the investigations into chemical and biological weapons and ballistic missiles. Mr Ekeus served under Mr Blix when the IAEA chief was briefly Sweden's foreign minister and the two men are said not to get on.

Major Jansen is a specialist in chemical warfare who served nine months in Saudi Arabia during the Gulf war. She decided 15 years ago that she would rather be a paratrooper than a "pretty girl". After leaving university, she joined the US army's crack 82nd Airborne Division and became a "jump master" — the officer who tells the men when to "hurl themselves out of the plane. She went back to school at the army's expense to obtain a master's degree in immuno-chemistry. She joined Mr Ekeus's team 13 months ago on her return from duty in the Gulf.

The UN inspectors work hand in glove with western intelligence agencies, particularly the Americans. For the first time in its history, the United Nations has been trusted with high-grade intelligence from UN member states. The price is, of course, that the UN officials must be considered absolutely trustworthy by the governments concerned. Hence, considering the expertise required, the United States' unquestionable dominance of the UN operation disarming Iraq. Like all the other inspectors, Major Jansen's name was proposed to the United Na-



Mission with a point: UN Special Commission inspection of Iraqi 155mm projectiles, filled with mustard agent, last September

tions by her government, and, apart from a UN per diem, she remained on Washington's payroll. The United States supplied Mr Ekeus's deputy, a former State Department arms control expert, Robert Gallucci. Washington also provided one of the three men on the IAEA's Iraq Action team in Vienna, an American IAEA official called David Kay. Both men were replaced by other Americans nominated by Washington when they left their posts.

The US government even lent the United Nations a U-2 spy plane. The plane flies out of Saudi Arabia with UN markings and an American pilot assigned to UN duty. But UN officials admit that the film shot during its high-altitude sorties is developed by the Americans, and analysed by them. The United Nations, of course, has no experience in interpreting aerial reconnaissance photographs. UN officials say Britain is very closely involved with the Americans, while Germany, France and Russia have also contributed.

Backed up by the various intelligence agencies, both the UN Special Commission and the IAEA have scored many notable successes in their mission to disarm Iraq. Iraq was forced to declare more than 40,000 chemically armed missile tips and artillery shells, many of them broken open by allied bombing during the Gulf war and festering in a vast base at Muthanna, described as the world's largest toxic waste dump. Iraq also admitted the existence of a 150-ft "supergun". Iraq said the huge cannon, built up a hillside in the desert and aimed at Israel, had already been test-fired. Iraq declared only about 50 Scud missiles, when western estimates based on information from Moscow put the total number at about 800. The Iraqis later showed UN inspectors the remains of more Scuds it said it had destroyed and buried after the Gulf war, and

claimed to have used the rest in combat — either against the allies or against Iran. UN officials continue to believe, however, that Iraq may still possess several hundred Scuds. It was hoped that the archive documents in the agriculture ministry, probably removed in the period between the departure of Major Jansen's team and the arrival of the new one on Tuesday, would give more information on these remaining ballistic missiles.

Iraq also tried to conceal its plans to build a nuclear weapon. Despite leaked claims to the contrary from an Iraqi defector cooperating with the Central Intelligence Agency, Baghdad initially insisted that its nuclear facilities were solely for peaceful purposes. American satellite reconnaissance showed, however, that the Iraqis had buried heavy equipment during the first UN nuclear inspection mission to the country in May 1991 and excavated it when the team left.

The inspectors returned, and mounted a spot check on a facility called Fallujah, west of Baghdad. Denied access, two inspectors climbed a nearby water tower and peered into the base. What they saw astonished them: a convoy of lorries loaded with heavy machinery. As the inspectors looked on, held back by warning shots from Iraqi guards, the convoy sped out of the back gate. It was carrying so-called Calutrons — the primitive uranium enrichment devices used to make the first nuclear bomb four decades earlier in the Manhattan Project. The discovery was the first clear

evidence that Iraq had been trying to enrich uranium to make a nuclear bomb. Caught red-handed, the Iraqis held a symposium for the third nuclear inspection team to admit their project to make weapons-grade uranium in the Calutrons through Electromagnetic Isotope Separation (EMIS). That led to another interesting discovery: the involvement of a man named Dr Jafar Dhia Jafar.

When questioned by the UN experts, the two Iraqi officials designated to make the presentation seemed uncertain how much they could say. Then, from the back of the room, a well-dressed Iraqi spoke up in an impeccable English accent. "I will answer all your questions," he promised.

The inspectors did not discover the man's name until the next day, when it emerged that Dr

Jafar, educated at Birmingham University and Imperial College, London, and divorced from a British woman with whom he had children, was now No 2 in the Iraqi Atomic Energy Agency.

He pointed up an intriguing aspect of the UN inspections: many of the Iraqis involved in secret weapons programmes were trained in western defence establishments alongside the inspectors themselves. And the same was true for the Americans. The chief Iraqi minder for visiting UN teams, Sami Al-Araji, was educated at Michigan State University. Major Jansen's alma mater. British newspaper readers first learned about Dr Jafar when an old professor of his saw him on television accompa-



**Documents are said to have been copied, translated and analysed by the Americans**

gant Iraqi programme to develop nuclear weapons, codenamed Petrochemical 3. According to one knowledgeable source, the documents had been copied, translated and analysed by the Americans outside Vienna.

When she approached the agriculture ministry in search of missile-related documents on July 5, Major Jansen knew she faced similar risks to the team led by Mr Kay. She had been in Iraq, leading another team, at the time of the car park siege. She had also had trouble during another one of her trips, when she and two male UN inspectors were jostled by about 40 over-eager protesters in their hotel lobby.

"I was able to explain to the team that it was going to get ugly, and that it was going to get ugly fast," she says. "I was also able to say, 'I am going to be the target'. They are going to poke, prod and try to get us to do something stupid."

**S**he organised her inspectors into shifts to monitor the agriculture ministry from their cars around the clock, under increasing harassment. Her own hotel room was broken into, which in itself was nothing unusual. But this time, no attempt was made to conceal the burglary. The room was "trashed". On July 11, she left for New York to brief Mr Ekeus, leaving other team members behind.

After growing threats of western military action, Mr Ekeus reached a compromise last weekend with Iraq's UN ambassador, Abdul Amir al-Anbari. Iraq agreed to allow into the agriculture ministry a new team of UN inspectors which excluded any members from countries that took part in the war against Iraq.

Headed by a German, the new team comprises inspectors from Finland, Sweden, Switzerland and Russia. Two American inspectors were allowed to remain outside the ministry to examine any documents removed.

Mr Ekeus himself arrived in Baghdad on Tuesday to visit the agriculture ministry's personal office in the building. He said he would make clear to Iraqi officials that they would have no veto over the composition of future United Nations teams.

Major Jansen has now decided to leave the UN after being rendered "ineffective". "It's a shame," she says. "The same thing happened to David Kay. The Iraqi government has vilified us as individuals so much that our presence in the country would jeopardise operations." In September, she will start a new job for the US government implementing a chemical weapon disarmament accord between the United States and the former Soviet republics.

### TOMORROW

Jazz-playing MPs fighting for the law on "gigs" to be relaxed

## More schadenfreude please, we're British

**I** am, God knows, no snob. I can't tell things considered, afford to be. But there are times when I have to admit to feelings that, in a more snobbish man than I, might legitimately be thought, well, snobbish. And at those times I feel desperately the lack of a word which takes all the arrogant, patronising immodesty of snobbishness and cloaks it in the egalitarian raiment of post-war liberalism. A word that says "While I am, it goes without saying, not intrinsically better than those whom I am describing in a way that might seem, to the unperceptive, to be snobbish, I nonetheless recognise that there are certain lifestyle options of which, perhaps, they have not been fully apprised." Something politically correct like "socially challenged" or "reflexively disadvantaged" might do.

An example. On Friday night I checked into the best hotel in Portsmouth (a phrase, I have to tell you, which carries the same hollow resonance as "the Iraqi cabinet's most democratic minister" or "Tel Aviv's most skillful bomb curer"). Because it seemed to be one of those establishments where the room service waiter daily challenges the afternoon tea waiter to see who can clock off earlier, I went down to the bar to get a sandwich.

It being Friday night, the bar was full. Full, but silent. Along the wall facing my barstool were six couples, down, said the barmaid, from North for their annual fortnight in Southsea. They all wore jogging suits and trainers: cerise and yellow for the young couples muting into navy and eau-de-nil for the elderly ones. During the hour I was in the bar they said not a word to each other. At one point a middle-aged man said "Will it be another Bacardi then?" and everyone looked at him as if he'd passed wind, and he reddened slightly. They sat, these refinementally disadvantaged holidaymakers, and they drank, and they looked into the middle distance and they were silent.

**PRIVATE LIFE**  
**John Diamond refutes the idea that we are a sex-obsessed nation**



is a truly vegetarian society. And I thought to myself that actually we're one of the least sex-obsessed societies I know. It isn't just that Radio 4 was able to carry a perfectly serious conversation the other night with a married woman who, in a book and a number of newspaper articles, has been beating the drum for married chastity as a reasonable way of life. After all, her fixation with the subject sug-

gests that she is probably more obsessed with sex than the editors of all the tabloid newspapers combined, in much the same way that a proselytising atheist thinks more often about God than the average C of E communicant.

Nor did my revelation come from the realisation that the two big "sex-murder" cases that finished recently weren't actually about sex at all but about jealousy. The clincher was this Mellor business. For all the sleazy headlines and grubby revelations that have appeared in the past week or so the interest we have in the scandal has little to do with the minister's sex-life.

No, this story is about Mr Mellor's discomfort; for when the chips are down *schadenfreude* will always outsell sex. We do not imagine Mr Mellor on that student-digs mattress, but Mr Mellor facing his wife the next day. We do not try to imagine the phone call between man and mistress but a subsequent call between man and Major. The longest TV coverage has been given not to pictures of the immediate participants but to the pictures of the Mellors en famille, their chits up, their grins fixed.

Had the two leading characters had flawless film star looks perhaps things might have been different. A while ago in this column I talked

about the difficulty most men have in discussing other men's physical attractiveness: suffice it to say that I have yet to come across a man so unconfident with himself that he is unable to describe the affair in terms of Mr Mellor's looks. And for all that the tabloids have been pushing Ms de Sancha as some sort of latter day Cleopatra, it has been done with the same lack of conviction that has them describing any bottle-blond corespondent who still has all her major facial features vaguely intact as "sexy".

As telling is the fact that the part of the story which is strictly sexual is based, as are all tabloid sex scandals, on our presumed disbelief that anyone else — cabinet ministers, vicars, pop stars, total nonentities — has a sex-life. The tabloid editors believe us to be children perpetually agitated at our parents' involvement in our own conception. They have to, of course, for were they to take any other line they wouldn't be able to get away with the essentially asexual, amoral trick of titillating us on one page, scandalising us on the next and addressing us as if from some Wee Free Press pulpit on the editorial page. Perhaps the problem is that some of my colleagues are refinementally disadvantaged. Or then again, it might just be that I'm a bit of an old snob after all.



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Cinema: Geoff Brown on *Night On Earth*, *Far and Away* and a season of French oddities at the National Film Theatre

# Strangers in the global night

Geographically at least, Jim Jarmusch knows his wings in *Night On Earth* (Laurier, Camden Plaza, 15). For his last three features, America's chronicle of dislocated lives never left home. There were foreigners aplenty in *Stranger Than Paradise*, *Down By Law* and *Mystery Train*; but the camera remained with the characters, adrift in their dreams in Ohio, Florida, New Orleans and Memphis. In *Night On Earth* the globe starts spinning.

We open with a nocturnal Los Angeles taxi ride. That tale dispatched, we travel east across time zones to other taxis, other stories, in New York, Paris, Rome, and Helsinki, where the next day breaks. With financial support from the Japanese electronics giant JVC, Jarmusch luxuriates in a starchy cab. Babbling Roberto Benigni returns, alongside Winona Ryder, Gena Rowlands, and assorted Finns.

The globe, however, looks much the same from wherever Jarmusch stands. Solitary people from clashing backgrounds are hurled together but cannot communicate. A New York Latino (Giuseppe Esposito) hails a sniggering taxi driven by Armin Mueller-Stahl, a former circus clown from Dresden. His name is Helmut; the Latino believes it to be Helmut. Both wear halcyon. In Rome, Benigni's cabbie prattles of bizarre childhood sins; he made love, he says, with a pumpkin and a sheep. On the back seat lies an astonished priest, silently suffering a heart attack. Lost souls meet, chafe and scatter in the night; black humour alternates with despair.

*Night On Earth* enriches its stories with a bouquet of passing pleasures, from Tom Waits's gravel voice singing on the soundtrack to the nocturnal photography of Frederick Elmes (David Lynch's regular cameraman). Yet, despite the film's delights, the suspicion persists that Jarmusch is beginning to mark time, squeezing his themes and

deadpan visuals into an easily digestible formula. "I want my films to be about the things that other people take out of their films," Jarmusch says. But *Night On Earth* gives him much less room to observe facial gestures, places, landscapes and the sense of life passing. By Jarmusch standards, this is action-packed cinema: taxis career through the streets, dialogue tumbles from lips, frequent cutting banishes the lingering shots that gave *Stranger Than Paradise* its gorgeous, spaced-out flavour. At this rate, his next film might even have a plot.

For the moment, Jarmusch remains with anecdotes. The first of the five is the weakest. Winona Ryder's gum-chewing, chain-smoking, tom-boy cabbie is all surface tic; and Gena Rowlands looks surprisingly awkward as a Hollywood casting director who believes her driver is a star in the making. Whimsy, though, a fiery new talent, Rosie Perez, helps obliterate the spectacle of Mueller-Stahl with a clown's nose.

Then, after a strident trip to Paris with Béatrice Dalle as a vituperative blind passenger, Jarmusch reaches top gear. Prattling non-stop around Rome in his hurtling car, Benigni provides the film's comic highlight. Finally to Helsinki, where three drunk friends and their frosty driver swap tragic tales as the cold light breaks.

Jarmusch, chum of Finnish cinema's leading export, Aki Kaurismäki, demonstrates clear affinity with his melancholy Finns: these are real, feeling people, not caricatures. Here, at last, Jarmusch stretches himself. For the rest, *Night On Earth* appears the amiable work of a cult director, twiddling his thumbs until the next spurt of inspiration.

Fresh thoughts, though, are far scarcer in *Far and Away* (Empire, 12). Ron Howard's lumbering epic about two Irish immigrants from different sides of the class divide, fulfilling their destiny in America.

Talkative cabbie with a bizarre sexual history: Roberto Benigni plays a Rome taxi driver in Jim Jarmusch's *Night On Earth*

Yet if you want pretty images, *Far and Away* can supply a bundle. Here come the hills of the Emerald Isle sweeping majestically down to the sea; over there, Oklahoma's big skies swamp the screen. Low-born Tom Cruise stands stripped to the waist, muscles primed for boxing; high-born Nicole Kidman stands pert and poised, ginger ringlets caught in sunlight.

Cruise starts the plot's crawl in 1892 as an oppressed Irish tenant farmer. He goes in search of his evil landowner, only to find a befuddled old gent and a spunky daughter anxious to be "modern" and run off to America. The young rebels join forces and flee to the New World, posing as brother and sister. They are thrown into Boston's immigrant cauldron: they get burned, and separate. But somehow they meet up again under the

Oklahoma skies, days before the 1893 Cherokee Strip land rush. Cue in 400 horses, 200 wagons and 800 extras, galloping over the screen.

This land rush makes a magnificent sight. *Far and Away*, shot by the Danish Mikael Salomon, is the first mainstream film to be shot on 65mm stock since David Lean's *Ryan's Daughter*; and the images, especially in the open air, are spectacularly crisp. But where is the drama or personality needed to sustain the film's weight?

Here is no deeply-felt epic such as *America, America*, Ella Kazan's mastery film based on his uncle's immigrant experiences. Instead, Howard and his writer Bob Dolman coast through the clichés of immigrant history, scattering

windy lines like "Land is a man's very own soul". Cruise revels in the physical action, and buckles down to his Irish accent; but he remains, like Kidman, a pretty face in search of a character.

Even pictorially, Howard slips up. Having gone to the expense of securing new cameras for shooting 65mm film, he then positions them for much of the time in dark interiors, where they cannot properly shine. Who wants to see crystal-clear shots of soiled bedding? *Far and Away* is a bland, misguided, well-upholstered bore.

Down at the National Film Theatre, 26 French films from the past ten years are gathered for inspection in an August season entitled *Boulevard Nights*. None have achieved British distribution, though their casts include tasty names such as Catherine Deneuve,

Isabelle Huppert, Richard Bohringer and Charlotte Gainsbourg. The obvious reason for their neglect — the films are bad — may suffice for a few, like André Téchiné's mannered *Les Innocents*. But others fell by the wayside through no fault of their own.

Some items seem chiefly for curiosity hunters. There are wild sexual flings from Serge Gainsbourg: *Charlotte For Ever* and *Stan The Flasher*. Claude Lelouch chips in with *Viva la vie!* and *L'itinéraire d'un enfant gâté*, two dotty hymns to life, love and happiness. Elsewhere, this is French cinema as usual: airy romantic hi-jinks, tough urban thrillers, hymns to adolescence and the odd costume melodrama. No masterpiece may be lurking; but if you want to escape cinema's summer doldrums, the queue forms here.

## ARTS BRIEF

## London in reel time

THE 36th London Film Festival, to be held in November, is presenting the largest showcase of independent American films outside of the United States. Among this year's offerings will be Stacy Cochran's *My New Gun* and Tamara Davies' *Guncrazy* — while *Visions of Light*, a High Definition Television documentary will celebrate the art of the cinematographer. Another highlight of this year's festival is Japan Focus, which looks at the new generation of Japanese directors making their mark in world cinema.

One of the treats for connoisseurs at this year's festival will be the first London showing of Victor Erice's film, *The Quince Tree Sun*, a beautifully shot movie about real-life painter Antonio Lopez at work. Organisers are also hoping to show a newly-restored print of Visconti's 1963 masterpiece, *The Leopard*, starring Burt Lancaster. The London Film Festival, based at the South Bank, runs from November 5 to 22.

## Bob's back

ROBERT LEPAGE's mudbath *Midsummer Night's Dream* is at the Olivier, provoking love and loathing in roughly equal amounts; and before long there will be a new opportunity to see the young Canadian director in person. His one-man show *Needles and Opium*, a sell-out at the Cottesloe recently, resurfaces at the larger Lyttelton in November as part of an international season that also brings the National two offerings from Italy: Zeffirelli's production of Pirandello's *Six Characters in Search of an Author* and Giorgio Strehler's version of Goldoni's *Le Baruffe Chiozzote*.

## Last chance...

MAGRITTE was possibly the greatest of the conceptual artists: in his paintings the idea is all, and the execution counts for little. But what ideas. The surrealist inventions of his work are mind-grabbing as much as they are eye-catching, and there is little sense of joy in the painting itself. But there is no one like Magritte for uncovering the gap in the system, displacing logic sufficiently to let the fantasy through. The major retrospective of his work is at the Hayward Gallery (071-261 0127) until Sunday.

## Leaner but no less lively

David Robinson previews the 46th Edinburgh International Film Festival

Boasting the longest unbroken run among world film festivals, Edinburgh this year celebrates its 46th edition. Economic constraints and a new director, Penny Thompson, previously head of the Scottish Film Production Fund, have given the event a leaner look than in recent, and perhaps over-inflationary, years. The number of regular screens has been reduced from last year's five to two, with the number of screenings down by more than 50 per cent to a more manageable 100 shows in 15 days.

The festival's major coup is the British premiere of *Strictly Ballroom*. The runaway critical and commercial success of the year, following its Cannes Festival premiere, Baz Luhrmann's Australian musical achieves a potent mix of Cinderella myth and the best conventions of popular cinema. Opening with *Strictly Ballroom*, the festival closes with James Foley's adaptation of David Maize's stage success *Glengarry Glen Ross*, a morality tale about throat-cutting in modern business.

Other Hollywood heavyweights include *Knights Moves*, Carl Schenck's murder thriller set in a chess tournament; and *Thunderheart*, by the English director Michael Apted, the story of an FBI man with Sioux blood, investigating a murder on a South Dakota reservation. The film is shown alongside Apted's related documentary *Incident at Oglala*, which

pleads the case of Leonard Peltier, an Indian rights activist who has spent 17 years in prison, despite evidence supporting his innocence of the murder of two FBI agents.

An impressive clutch of American independent productions includes Tim Robbins' outstanding debut feature *Bob Roberts*, a satire about a pop singer who turns populist politician; and Hal Hartley's *Simple Men*.

Unsurprisingly, serious competitors for the Michael Powell Prize for Best British feature film are few. They include David Attwood's *Wild West*, the adventures of a country band of Southall Asians; and the premiere of Peter Kosminsky's first feature, *Wuthering Heights*. The idea of a French Cathy — even Juliette Binoche — and a revised story-line that involves her grown-up daughter (Binoche again) arouses a shade of apprehension. The most extraordinary of the foreign-language exhibits, *Mama*, is the first independent production from mainland China. Zhang Yuan found private backers for his very human film about a woman battling to raise a

retarded child in a country where state help for the mentally handicapped is pitifully inadequate. The Chinese authorities blocked the release of the film: this will be its first screening in Britain.

The concern to spotlight and promote new talent is reflected in the competitive sections of the festival. The Charles Chaplin New Director's Award for a first or second feature film is sponsored by the Chaplin family. The Channel Four Young Film Maker of the Year Competition this year attracts 70 entries from film schools in 12 countries.

Edinburgh's retrospective programme is devoted to Hans-Jürgen Syberberg, a distinctive German personality of the 1970s who has rather passed from view in recent years. Now 57, Syberberg's early encounters with Brecht in East Berlin had a deep influence on his ultimate style, impressionistic and epic in the Brechtian sense. He came to prominence with a trilogy of film essays which analysed Germany's persistent cultural schizophrenia — *Ludwig*, *Hans May* and *Hilfer*: *A Film From Germany*.

Along with the wit and distinctive vision of these films, Syberberg developed a perilous portentiousness. A traditional Edinburgh taste for movie marathons will be challenged by *Hilfer: A Film From Germany*, which runs for eight hours; and the later

Tara Morice and Paul Mercurio in *Strictly Ballroom*: an award-winning critical and commercial success

*Penthesilea* and *Die Marquise von O*, each of which runs for four hours and without subtitles.

Sadly the festival is not able to screen Syberberg's more accessible and best remembered films, *Ludwig's Cook*, a below-stairs footnote to the

bigger *Ludwig*, and *The Confessions of Winifred Wagner*, in which Richard Wagner's monstrous English daughter-in-law proclaimed her undying admiration for Hitler.

●The Edinburgh International Film Festival (Information: 031-228 4051) runs August 15-30

## TELEVISION REVIEW

## Germany calling, faintly

Dourly deterministic German plays about the damage wreaked on individuals by a malign society seldom cross the English Channel successfully. Expressionist techniques rarely work as well on television as on the stage. No wonder, then, that Manfred Karge's *Man to Man*, the monologue shown on BBC 2 last night, proved a slog. It was the kind of play in which it was inevitable that the anti-heroine would at one moment appear with her head swathed in clingfilm wrap, just to show that she was not really at home in the capitalist system.

Actually, Tilda Swinton's Ella was not at home in any system. When her husband died, during what was presumably the Weimar depression, she avoided starvation by taking his identity and, even more unbelievably, his job as a crane-driver.

The Hitler era was a nervous time for her, too, not because of her political sympathies, which appeared to be fascist, but because she feared she would be called up and her gender discovered.

That did not happen, though for a moment it seemed to have done so. In the play's most dramatically potent sequence Ella described the miseries of a Nazi prison: 5am to 9pm spent standing or walking in a tiny cell, 9pm to 5am lying on a plank.

The obvious conclusion was that she had been arrested for sexual deviancy. But then the camera pulled back, revealing her in a jailer's regalia, complete with swastika armband. Whatever the limitations of Karge's play, it could not be accused of sentimentalising its protagonist.

The post-war era saw her still posing as a man — how else would she have qualified for a pension? — but now working in what was, inevitably, the more soul-destroying type of factory. And we left her as we first found her: boozing, watching television, and balefully reminiscing from amid the smelly debris of a foul apartment, an embittered old crone dreaming of the alternative life she had sacrificed.

As she somewhat unconvincedly put it, she should really have been Snow White, "over the hills and far away, where the seven dwarfs toil all day".

One of the author's conceits was intermittently and inexplicably to veer from prose into

burlesque verse. But that was barely noticeable compared with the visual trickery introduced by the director, John Maybury: a background that could arbitrarily switch from a realistic room to some swirling townscape from the German memory-bank, to a surreal plastics factory. A sense of menace or disintegration was sometimes created, but the effect was more often to distract the attention from Ella's transvestite adventures.

Yet maybe that was no such bad thing. After all, those adventures were pretty dull and Swinton's performance surprisingly monotonous. Whether she was young and relatively fresh, or three-quarters hidden behind wary plastic makeup, the voice came in much the same sardonic whine.

Could we doubt that her life, like the proletarian German history she embodied, had been a disillusioning and depressing one? No, not for a second.

BENEDICT NIGHTINGALE

Open-air opera can be a hazardous business. The entirely uncovered "floating stage" at Bregenz, jutting out into Lake Constance, has to be one of the most superbly sited theatres in the world, but on the opening night of this year's run of *Carmen* it was still raining steadily at 9pm, the scheduled starting time. In the event of persistent rain, there are concert performances in the adjoining Festspielhaus, but, in fact, the overture finally got under way three-quarters-of-an-hour later while the audience was still sitting in the weather having sufficiently cleared.

A further hazard for operas taking place against the backdrop of natural scenery is the ooh-ah factor: producers and directors are sometimes so intent on creating spectacular effects that they leave the dramaturgy to take care of itself. Jérôme Savary's production for Bregenz, designed by Michel Lefebvre, with lighting by Alain Poisson, is not as vacuous or downright silly as

Barry Millington relishes the open-air and indoor opera at Austria's Bregenz Festival

## Breezy Bizet bettered by bold Berlioz

Abused: Béatrice Uria-Monzon as Marguerite in *Faust*

some of the more extravagant spectacles to which we have been treated recently, but nor does it ever seriously engage with the work's dramatic thrust, with the result that there is very little to sustain interest beyond such superficial displays as the admittedly magnificent fireworks that accompany the final act at the Seville building.

By the limited criterion of imaginative use of performing space, the production could scarcely be bettered. The public scenes of Act I and IV use the entire area, with stage dispositions and choreography of which the De Millies would have been proud.

Act II, set in the tavern, uses just the front circular platform, itself as large a space as many a theatrical stage, while the mountainous terrain of Act III has the smugglers (actually stand-in sumpters) abseiling down the sheer cliffs at the

could tell through the simplification system, acceptable. If *Carmen* was a failure in one sense, the indoor production of Berlioz's *Damnation of Faust*, by Harry Kupfer, with sets by Hans Schavermoch, was a triumph. Berlioz never got around to his intended reshaping of his "dramatic legend" for the operatic stage, but its abundant settings and

almost cinematic use of imagery offer a director as imaginative as this marvellous opportunities.

His thrilling evocation of the Ride to the Abyss is the climax of an evening of vintage Kupfer. The essence is a provocative but intelligent confrontation with the work, accomplished through absorbing dramaturgy.

Kupfer questions the role of woman as desired-object-cum-redeemer in 19th-century idealism. Thus, the object of Faust's fantasy is seen first as a woman in a brothel who is fondled and eventually dismembered by over-excited lechers, and later as a manikin.

Faust, failing to honour Marguerite as an individual worthy of respect in her own right, degrades himself as much as he abuses her. Unlike Goethe, Berlioz condemned his Faust to hell, but whereas

Berlioz's Marguerite was redeemed, Kupfer accepts no such easy solutions.

The central drama is presented as a dream fantasy, and when it is all over, Faust, alone on stage, finds that the strains of angelic voices emanate from a gramophone hidden behind a screen: a breathtaking coup de théâtre and a sobering moment. Our "redemption", Kupfer seems to be telling us, has to be worked for ourselves: supernatural remedies are not available in real life.

The American tenor David Kuebler brought to the title role an ideally lean high tenor voice, with no trace of chest-register strain. Béatrice Uria-Monzon, as Marguerite, produced a fine stream of beautiful, liquid vocal tone, and Philippe Rouillon's Méphistophélès was strongly projected.

The Vienna Symphonic Orchestra played superbly under the sensitive direction of Vladimir Fedoseyev. The production, which is shared with Netherlands Opera, is scheduled to come to Covent Garden next season.

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# A nation hits the highway

August means holidays to the French. As millions prepare for the annual torture of *le départ*, Andy Martin is gripped by an inexplicable urge to join them



LIKE the anniversary of D-Day, the beginning of August sets old campaigners to reminiscing about *le départ*. I have bad memories of the annual exodus. If I stayed in town, all my favourite cafés and boulangeries would shut up shop and Paris become as empty and mysterious as the *Marie Celeste*. If I joined in the flight to the coast I would find all the hotels full. It is in this season that the *parsons* and *patronnes* of everything from the humblest pension right through to the most exorbitant *cinq étoiles* have a habit of bursting into sadistic laughter when you ask for a room. I have slept in the fields. I have even slept on the concrete floor of a public convenience. In France, August is the cruellest month. And yet, rather like earthquakes and tidal waves, the *départ* makes possible strange adventures and collaborations that could never happen the rest of the year. In France pleasure is a serious business. The French have taken the concept of a "holiday" literally and turned it into a holy day, or in this case month, rather like Ramadan, attended by high priests and punctuated by ritual sacrifices.

The collective summer pilgrimage, whether to the Mecca of the Côte d'Azur or the Ganges of the Atlantic, is governed by synchronicity and strictly timetabled: across the nation, but especially in Paris, people herd off on the first Saturday in August, and funnel back into town on the last Sunday for the even more forbidding anonymity of *le départ* — *la rentrée*.

Paris is half paradise, half prison, and the desire to escape once in a while is only natural. The trouble is that all your fellow jailbirds want to go along with you. It might be hard to tell the difference between St Tropez and San Quentin.

The French holiday resort is often not so much the antithesis to the workplace as its mirror-image. This applies even, or rather especially, to children, who are never more regimented. If you manage to

avoid the sinister *colonies de vacances*, with watchtowers manned by guards from the *usine*, the *mairie*, or the *patronage catholique*, you still have the *jeux organisés* and the *randonnées touristiques* to look out for. If only I had known all this as a 14-year-old when I naively accepted an invitation to the holiday home in Normandy of my Parisian friend of the same age.

What got me down was Pierre and his cousin Claude rounding me up at dawn and frogmarching me out to join in the *jeux*. I'd only just done with sports day at school, so to have it endlessly replicated on the beach made me feel I was living out the science fiction horror story I was reading at the time. Frederik Pohl's *The Tunnel Under The World*, where the population of an entire town is blown up and then resurrected in a laboratory for the purpose of being put through exactly the same motions day after day.

In my case, only the brand of ice cream and crisps varied. A more grown-up reader might have thought of the living hell of Sartre's *Huis Clos*.

When I backed out of the 100 metres, an older kid tried to browbeat me into it. "*Tas peur?*" he jeered. I wasn't smart enough to reply: "*Non, j'ai ennui*." I can still see his scornful mug and my annihilating fist landing in the middle of it. Unfortunately, the second bit is imagination, only the first bit is memory.

As a Parisienne veteran of many a *départ* said to me: "The beginning of August is like a *mobilisation*." Her comment conjured up for me the summer when, inspired by the Tour de France, I took off on my bicycle heading south. I only made it as far as Paris (the last 20 kilometres clinging to the rear of a truck) before gladly accepting the offer of a lift to Avignon from a bearded former Maoist and double-bass player. On the eve of the departure, we gathered in a large house in a leafy *quartier* on the south side, strategically placed for a fast getaway down the *Autoutour du sud*.

There was a kind of jittery intensity that RAF pilots waiting



Millions on the move: Jacques Tati in *Traffic*, the spirit of summer holidays in France with the ritual, the traffic jams and *le départ* — whatever it does to the nerves

for orders to scramble must have experienced in the summer of 1940. Roland nervously strummed and plucked down in the basement. Someone put Beethoven's *Eroica* on the record-player. A dogmatic student of Pierre Boulez fulminated against serialism. I was reading Solzhenitsyn's *L'Archipel du Goulag* and dreaming about seducing Roland's wife — well, it was the *départ* and who could say if we would ever be coming back again? It was the last night in July and the end — or at least temporary suspension — of civilisation as we knew it. Let us eat and drink for tomorrow we depart was the general mood.

There are certain rules of the game:

1. The journey must be completed in one day. From Brittany to Biarritz, from Nîmes to Nice, triumphant drivers will be found on the evening of *le premier août*, comparing notes on their antics and boasting of new records. "I made it down in six hours!" "Six hours! *Autant que ça!*"
2. The man must be seen to be driving on departure and arrival: the woman can take over the donkey work in between.
3. You must take the most direct line from A to B, preferably

bombing down the motorway, hooting and flashing at any vehicle in your path. Going via C, and possibly discovering something of France on the way, is strictly prohibited. This rule would make departers sitting ducks for lorry-driver blockades, except that the *camionneurs* themselves are also joining in the stampede at exactly the same time (this year they are planning to occupy all the toll-booths on the motorways and let cars through for free, *à la Robin Hood*, ostensibly to deprive the State of its windfall, but with the additional bonus of letting themselves through for free too).

According to *Astérix*, Julius Caesar cunningly waited until after five o'clock to invade Britain in the confident knowledge that the English would have laid down their arms to have tea. Anyone wanting to invade Paris has only to time the attack for August. Which is precisely when the barbarian hordes do typically turn up, only to find an already evacuated city. Like a flock of migratory birds, or a school of beached whales, as if at the punctual prompting of some compulsion of the collective unconscious, the French nation simultaneously packs its bags and gets into its Citroën.

François Rude's sculpture on the Arc de Triomphe, *Le départ des volontaires de 1792*, depicting desperate men and women, some with no clothes on, storming out of Paris, is less a celebration of the Revolutionary wars than a vision of things to come.

Napoleon arranged for guided tours to the Pyramids and Russia, which was fine as long as you didn't mind getting your feet wet at Aboukir or walking back from Moscow in the snow. But it was not until the Front Populaire that the August vacation became a fixture. Among the reforms enacted by Léon Blum's left-wing government in the socialist summer of 1936 was the innovation known as "*congés payés*" (paid holidays). The proletariat, according to Blum, had the right to an occasional rest. This subversive and quasi-revolutionary idea caused outrage among the bourgeoisie, which was sunning itself and swanning about by the sea at the time.

Class warfare subsequently took itself from the town to the beach and the countryside for a fortnight. "*Les congés payés*" quickly became a pejorative synonym for the lower orders. A cartoon in *Le canard enchaîné* of August 12, 1936, showed an old lady sitting in a

bathtub at the edge of the waves and clucking: "You don't think I'm going to bathe in the same water as those Bolsheviks!" The right-wing magazine *Combat* deplored the "rape" of the French countryside by "the filthy paws of the secular monster" and proposed a final solution: "Whoever has not decided to slash his wrists in a warm bath or flee to an Egyptian monastery will have no option other than to take a rifle and some cartridges and shoot down as many as possible of these tyrants who are as dangerous as the barbaric Hun."

After the war the original fortnight expanded into a month and the whole of August was given over to compulsory merry-making. A word was even invented to accommodate the new phenomenon: *les aoûtistes* — those who take their holiday in August. George Brassens has a song ("*Mon rétinisme*") in which he devoutly wishes that all their cars would crash into a post.

There was another breed of *aoûtiste*: he who is left behind. Someone has to service the tourists. René Failler's 1964 novel, *Paris au mois d'août*, recounts the adventures of Henri Plantin, a dull 40-year-old shopwalker in the fishing department at Samaritaine, whose

wife and children have gone to the beach, and who is transformed by a fling with an English woman from a frog into a handsome prince (played by Charles Aznavour in the movie).

Anyone who has ever remained in Paris for August will have similar metamorphoses to report. In his *Morphology of the Folklore*, Vladimir Propp states that the starting point of all stories is "abstention". There was a time I turned up at the Bibliothèque Nationale, monastically intent on a week's dusty research, only to find that fearful sign "*Fermeture annuelle*" on the door; and then I met up with a couple of Australian girls in the post office on the corner of the rue d'Ulm. Departing is such sweet sorrow.

There is a risk that the great tradition of the *départ* will itself soon have departed. The French annual vacation is becoming staggered, fragmented, pluralised. Now the talk is of *les départs*. But August remains the fulcrum of the French calendar. As July expires, even from across the Channel, I begin to feel the stirrings of an irrational urge, like the vertigo that beckons you down into the abyss, to hop into my Citroën and join the Gadarene rush.

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## A nose for a remedy



WHEN IN FRANCE

I had a cold. It is, I know, the lot of the Englishman to go around with a runny nose, but in the South of France at the height of summer a cold is a rare ailment.

At the first symptoms, I delved into the medicine cupboard, a fool's paradise of patent remedies for holiday illnesses. The evidence on the shelves suggested a family preoccupied with bowel movements, either speeding them up or slowing them down. There was also a nice line in palliatives for wasp stings and mosquito bites. But for the common cold, nothing, except aspirin and an inexhaustible supply of *mouchoirs*.

In the usual course of events I would have gone to bed to wait for the cold to blow itself out. But here in France we take a more robust approach, living by the maxim that where there's a chemist there is a cure.

Ever since setting up a second home in Gascony I have listened to extravagant praise of the French *pharmacie*. Identified by a flashing green cross, an illuminated symbol that can be seen at 200 paces in any shopping street, the interior of the traditional pharmacy is an exercise in white. The white shelves are filled with white boxes, the bottles have white labels, the assistants are dressed in white housecoats. Yes, they do sell cosmetics and toiletries but these are promoted discreetly and are not allowed to distract from the chief purpose of the enterprise which is to cater for every medical need short of major surgery.



every medical need short of major surgery.

To prepare for the consultation, I dipped into my French-English reference books. Experience with other French retailers suggested that I would not get away with a simple purchase. I had to be ready to justify myself to explain not simply what I needed but why I needed one thing and not another.

The books were not much help. There were few hints on medical affairs. The compilers of the BBC language courses clearly feel that their students are healthy specimens whose priorities are eating and drinking, though at level 3 I was warned that going to the *pharmacie*, "il n'y a rien de plus simple". They can say that again.

I started well by entering an establishment (to call it a shop would be too demeaning) that was mercifully free of other customers. With proper English reserve I had no wish to discuss my sufferings in front of an audience. A young lady in starched white faced me across the counter.

I explained about my cold. She asked me where my cold

was. I said it was in my nose. She gave a tight smile and said, no, that was not what she had meant. Was my cold in my head or in my throat? I thought for a moment. If the question had any point at all, there were two possible answers. But for the life of me I could not decide between the two. I was suffering in my head and my throat. I confessed as much.

The pharmacist watched with clinical interest as I sneezed and sniffed a couple of times. Then she turned to a bank of square-shaped drawers with white china knobs, furniture to gladden the heart of a north London antique dealer. She returned with a white box which contained a white plastic bottle with a rubber nipple.

This, she explained, was a nasal spray, new on the market and highly efficacious. Two squirts four times a day would see me right. I handed over money. Even in my sickened state I couldn't help noticing that there wasn't much change from a FF50 note. The medicine was placed before me. The pharmacist

could see I was worried. "It is very simple," she said. "You take the spray, so." Delicately she held the bottle between two fingers. "And squeeze, so."

A demonstration of my confidence was clearly called for. Clipping the bottle I pushed the nipple up my right nostril, pressed firmly and took in a deep breath. A cold jet shot up to the roof of my skull, ricocheted on impact and hurtled down again. I was left with watery eyes and a tissue full of nasal spray.

The pharmacist shook her head despairingly. "No, no. You must bend. Look, I will show you."

She came round to my side of the counter and placed an arm round my shoulders. Then with her free hand planted on my chest she tilted me back. To keep my balance I lifted one leg in the air. It was like a tableau of Fred Astaire and Ginger Rogers. Except, that is, for the tube stuck up my nose.

Back home, I was keen to show off my medical expertise. When M Castenet who farms nearby popped in for a drink, it was the chief topic of conversation. I feel better already, I told him.

"Of course you do," he said, "but it is not the medicine that has cured you."

He pointed beyond the terrace towards several acres of corn stubble. "It is always the same when we harvest. If you are not used to the dust, it can cause hayfever."

I still have my nasal spray. It is in the medicine cabinet, along with the other red cross provisions. But I haven't been back to the *pharmacie*. Instead, at the first sign of illness, I go to a real expert. I consult M Castenet.

BARRY TURNER

## SATURDAY

FOR the first time Relais & Châteaux and The Times have devised a Passport to France offer exclusive to Times readers travelling to France. In this Saturday's Weekend Times, 42 non-seasonal hotels



of distinction and character, providing the highest standards at an all-inclusive rate, are available. Each hotel offers a VIP welcome for two people at 30 per cent below the normal tariff



# The right man to win the war

The ministerial crisis which led to the replacement of Asquith by Lloyd George in December 1916 is strikingly reminiscent of the cabinet coup against Margaret Thatcher in November 1990. In both cases, the immediate cause of the ousting of a long-serving prime minister was unforeseen, the development of the crisis unpredictable, and the outcome uncertain until the end, however clear it looked in retrospect.

In both 1916 and 1990, ambition intertwined with differences over policy — whether over the conduct of the war or relations with Europe. The incumbent prime minister showed a loss of previous sure touch in handling colleagues and a stubbornness at the moment of crisis which precipitated their fall.

The events of December 1916 are the climax of Bentley Gilbert's book, the second volume of his life of Lloyd George. He covers the same five years as John Grigg does in the third volume of his still uncompleted biography; he will shortly resume work after completing a volume in the history of *The Times*. The two works inevitably invite comparison.

Gilbert, professor of history at the University of Illinois at Chicago, offers a classic academic approach full of detailed references, including new sources such as the complete diaries of Lord Riddell, Lloyd George's friend. But Gilbert writes lucidly and readably. Grigg provides the broader context and wider-ranging judgments. His account is more in the tradition of literary biography, full of insight and illuminating detail from the author's own understanding of politics. It is one of the best political biographies of the last generation.

Both books offer 100 pages a year and Lloyd George's career justifies such treatment. After the dramas of 1909-11, Gilbert argues that "if there is a theme to his political life in the last two years before the war it is of failure and near disaster. The Marconi episode

**Peter Riddell welcomes the second instalment of a lucid and scholarly biography**

**DAVID LLOYD GEORGE, A POLITICAL LIFE Volume II: Organiser of Victory 1912-16 By Bentley Gilbert** Basingstoke, £35

he did, and as was clear by 1 August, that the war would come and that Britain would be carried into it, the most useful service he could provide was to hold the cabinet together. So he consorted with pacifists and paraded the moral question of Belgian integrity in place of the diplomatic-military issue of French security. As he knew Belgium would be invaded and the pacifists did not, or could not bring themselves to believe it, he could secure agreement on what was to the dissenters a hypothetical event and then wait for it to occur. Then he could make the rights of small nations the bridge by which the cabinet and support the war while holding tight to their principles."

Gilbert agrees with the view of Francis Stevenson, Lloyd George's secretary and mistress, that "LG's mind was really made up from the first, that he knew we would have to go in, and that the invasion of Belgium was, to be cynical, a heaven-sent excuse for supporting a declaration of war."

The war, he argues, made Lloyd George prime minister as surely as it ruined Asquith. "More than that, one is left with the sense of a cause and effect relationship, almost as if the two men were attached to the ends of a rope over a pulley. As the prime minister descended, he pulled up Lloyd George." Gilbert argues that "it is as much the story of Herbert Asquith's decline in vigour and leadership as it is of the thrust of Lloyd George's ambition. Of course, Lloyd George wanted to be prime minister; there is no need to take seriously his repeated protestations that he did not. After his work at the Ministry of Munitions, the reversion of the post would have been his in any case when Asquith retired at the end of the war. But the deterioration of the genuinely cordial relationship between the two men proceeded from differences over the conduct of the war, organisation of industry and, specifically, the management of the army, not place seeking." Lloyd George himself felt that Asquith had lost the power of making decisions. He was helpless in face of Lloyd George's willingness to do anything to win the war.

The overriding impression is that, as with Margaret Thatcher, Asquith stayed on too long. His day had passed and he was no longer the right man to run the war. As Gilbert concludes, "the story of men in political office is one of inevitable tragedy. After victory, defeat will eventually come. The lucky ones die in office. The rest suffer lingering suffocation as did both Asquith and Lloyd George." The decline in Lloyd George's powers is for later volumes of both Gilbert and Grigg. There is much still to savour.



Lloyd George by Spy: despite his repeated protestations, he did want to be prime minister

# Ancient in body and soul

Philip Howard

**IN AND OUT OF THE MIND Greek Images of the Tragic Self By Ruth Padel** Princeton University Press, £18

Classical scholarship is one of the oldest academic disciplines; far older, for example, than theology or economics, or even geography. Because its texts and topics have been ploughed backwards and forwards by scholars for so many centuries, books about the classics can seem Terpsichorean on the point of a pin. Of course, the foundation documents of Western culture must be reinterpreted for new generations and their modern obsessions. But what new can there be left to say after the masters, from Servius to Kenneth Dover, have combed through the material before us?

It is therefore a blue-selenic occasion to get such an original book about the classics as this. Putting it crudely, it deals with the old Greek words for their innards, which we translate, inadequately, as blood, heart, liver, spleen, mind, semen, midriff and womb, and some of which we cannot translate at all. And it shows how the ancient Greeks used these words for the mysterious processes inside their bodies as biological and daemonic metaphors for emotions, and formed our modern European notions of mind and self.

These strange words, from a civilisation almost unimaginably different from ours, have acquired barnacle layers of semantic connotation down the centuries. We cannot even tell whether the Greeks thought of words such as *phrén* and *thumos* as concrete or abstract, or a bit of both, or sometimes one and sometimes the other. But when we say, "My heart leapt", or "My blood froze", we are dabbling in deeper waters than we realise.

The author has taught classics at Oxford and London universities, and she has a close knowledge of the texts, particularly the tragedies, Homer, and the neglected medical writers. But it helps to make it different that she is a woman, a feminist, a lover of modern Crete, and a poet, with a much wider range of references, particularly to Freudian psychology, anthropology and contemporary literature than the average classicist. She is also not afraid of making jokes, which is always a risky business in this witless world.

Ancient Greece was a male-dominated society, where women's bodies and lives were dark, indoors and dangerous. Tragedy explored the dark and terrible side of things, and showed that for a while they could be brought into the daylight and made good. The actors and tragedians were all men, but their memorable characters are mostly women. The spectators sat far away from the performers, on that hill in bright sunlight above the theatre. In the centre of the spectacle was a little hut into which they could not see. The plots were violent, but the violence took place off-stage. They inferred it from the words spoken by the masked figures making their entrances and exits, in the same way that they inferred inner movements of the mysterious parts of the body and external daemons from rage, lust, fear and the other emotions. Occasionally they saw the results of tragedy when the hut was opened to show a corpse or two.

These are some of the oldest and most complex ideas in the Western world: the connections between mind and body, sanity and madness, human and divine, tragedy and life. Ruth Padel has produced an original work of scholarship that makes even those outside the discipline think twice about their everyday cast of thought. It is a gutsy piece of work.

# Misfit who fell victim to her own myth



Before a star was born: Norma Jean Baker modelling in 1945

"In a failure as a woman," said Marilyn Monroe shortly before she died. "Men expect so much and I can't live up to it." Thirty years after she gave up trying, the myth that destroyed her endures. The ever shiller evidence that what passed as suicide was nothing less than murder is a desperate attempt to disprove what Arthur Miller clearly saw: that "the simple fact, terrible and lethal, was that no space whatever existed between herself and this star. She was 'Marilyn Monroe', and that was what was killing her." The mounting evidence that she was a victim not of her own impossible iconic image but of the Kennedys, the mob, the studio or a conspiracy of all them is seductive. What a relief to be able to blame the bully boys rather than the eternal feminine.

*Marilyn: The Last Take* is one shuddering, prolix mass of conspiracy theory. In essence the evidence so ploddingly proffered is no more than a reworking of the 1985 BBC documentary *Say Goodbye to the President*, namely that four hours between Marilyn's death and the announcement of it are unaccounted for. Fox had been giving her a bad time, the Kennedys had been giving her a bad time and players from both camps are suspected of foul play during those elapsed hours. Her affair with the Prez had ended and she had been handed down to Bobby, whom she had expected to marry. When he dumped her she announced she was going to hold a press conference to expose the Kennedys. The press conference was to be held on the Monday; she died on Saturday.

There was talk that he had been at her house the afternoon she faked out for the last time. The fact that you would need to have the dumb naivety of an Anita Brookner heroine to believe that the attorney general, a Catholic married with seven children, was seriously entertaining the idea of marriage indicates that her take on the world — and the Kennedy plot did after all originate with MM herself — was not altogether lucid.

The question "Did she jump or was she pushed?" is difficult to answer when she was so close to the edge that the merest pressure was enough to send her over. Brown and Barham offer such proof against the suicide theory as "She had planned lunches and dinners for the near future, as well as a three-day theatre trip to New York City." As if the trajectory of despair were able to be so clearly plotted that a lunch date to look forward to established an incontrovertible belief in happy times ahead. At the very least, the unstable should be allowed their instability.

*Marilyn's Men*, from the pen of the woman who has brought us such titles as *Cable's Women* and *The Life and Loves of Grace Kelly* dishes dirt of a different kind. We

Nigella Lawson

**MARILYN The Last Take By Peter Brown and Patte Barham Heinemann, £17.50**

**MARILYN'S MEN The Private Life of Marilyn Monroe By Jane Ellen Wayne Robson Books, £16.95**

**QUEEN OF DESIRE Marilyn Monroe: A Fiction By Sam Toporoff Picador, £14.99**

**MARILYN AND ME Sisters, Rivals, Friends By Susan Strasberg Doubleday, £14.99**

learn that "Marilyn very rarely, if ever, achieved the ultimate orgasm", that "she favoured Kennedy despite his lack of foreplay and hasty love-making", that he cherished "a snapshot of her performing fellatio on him", and that the Greek actor Nico Minardos thought she was "a lousy lay". Jane Ellen Wayne takes the permissive line on the theories about MM's life and death. "Any and all theories are worth mentioning," she informs us, "because Marilyn Monroe was a fairy tale heroine who did not live happily ever after."

Sam Toporoff is obviously of like mind. He has assumed the literary rather than biographical mantle. *Queen of Desire*, the only book under review that explicitly styles itself "a fiction" is covered with accolades from the American press but is as rapid and insubstantial as the dumbest of his subject's film roles. The novel takes the form of a tableaux of pornographic images, and the whole is infused with a nasty, sweaty prurience. This is 276 pages of stale-breathed male fantasy, and singularly unheroic to boot.

None of these books is well-written, but Susan Strasberg's memoir at least offers the consolation of authenticity. *Marilyn and*

*Me* charts her friendship and rivalry with Marilyn Monroe, whom she met when the film star decided to become an actress and took up with Lee Strasberg, perpetrator of the *Method* and father of the author. Despite the usual breathy witness to MM's "luminosity", Strasberg also gives less common testimony to the legend's blinding egotism. The American dream girl was obviously a complete nightmare. She couldn't hear a sad story without interrupting "That's so like my life," she told her well-rehearsed sob stories "like some people tell jokes"; she personalised everything. The word "Jewish" came up in the conversation: "It's like the Jews are the orphans of the world," Marilyn piped up. "Maybe that's why I feel so close to them." Strasberg never actually criticises her subject, but then she doesn't need to, the image that emerges does her dirty work for her. Acutely aware of her own sensitivity, keen to blame others and as keen to paint herself as the injured party, Marilyn, whose pet name for herself was Zeldia Zonk, had a vested interest in keeping reality at bay.

As Arthur Miller wrote: "She seemed able to see only that she had been victimised and betrayed by others, as though she were a mere passenger in her life. But like everyone else, she was also the driver, and how could it be otherwise? I suspected that she knew this but could not bring herself to admit it." And Strasberg, against all fashionable evidence, would seem to concur: "Something I do know is that Marilyn was not the victim she's been painted."

# Painting out his wild life

Claire Monk

**ROTH By Glyn Hughes Simon & Schuster, £14.99**

**CHIEFLY ABOUT HOOKE By Tony Sullivan André Deutsch, £13.99**

art which Hughes puts in her mouth make these passages the weakest in the book. The large "masculine" gesture wins out once more — but perhaps this is in keeping with the pessimism of this novel.

From the great artist to the risibly small. Central to *Chiefly About Hooke* is the superficially contemptible figure of the unpublished author — and in its misanthropic narrator, pedantic young secondhand bookseller Simon Cleaver, Tony Sullivan has created a truly objectionable mouthpiece on the subject.

Unhealthily attached to his divorced older sister Marion, Simon is horrified when she returns from a one-week package holiday with a new man in tow. Forty-something, further education teacher Vincent Hooke has a trunkful of rejected novels (epitomised by a self-dramatising semi-autobiography entitled *Few Are Chosen*); worse, he mistakenly sees Simon (author of a pulped monograph on George Gissing) as his entrée into the World of Books.

Sullivan's deadpan comedy shares with Roth a sense of the changing North (here, a twee Pennine town overrun by vegetarians), the elusive nature of creative struggle, and the edgy ambivalence of the women compelled to play midwife to its male manifestations. After a shaggy start, he has enormous fun throwing together the mismatched men, especially on a climbing expedition on which Cleaver accidentally saves Hooke's life.

In the most telling moment, a London publisher who has agreed to meet Hooke on the assumption that he's a promotable youngster freezes on the spot at the sight of his mothballed suit and thinning hair. The "fearless purity of one who has never known failure" is pitted against the uncrushable optimism of one who has; but Sullivan's real target is the smug apathy of those who never try.

# High heels and haloes

Alison Roberts

**EMILY'S SHOES By Dermot Bolger Viking, £14.99**

**TITANIC TOWN Memoirs of a Belfast girlhood By Mary Costello Methuen, £15.99**

character — in the end a small, high heel-wearing librarian whose unheroic self-pity is hardly effaced by the possible redemption in the last few pages — is felt.

The second is made of hard, red leather with gleaming toe and spiked high heel. Aunt Emily's stiletto shoes are a symbol of all that the Madonna forbids; they are also physically controllable, unlike the feet that fill them (even when they are McMahon's own). The bewildered Irish lad, whose life is punctuated by mother-figure desertion, has a female footwear fetish which inexplicably appears in the middle of his story.

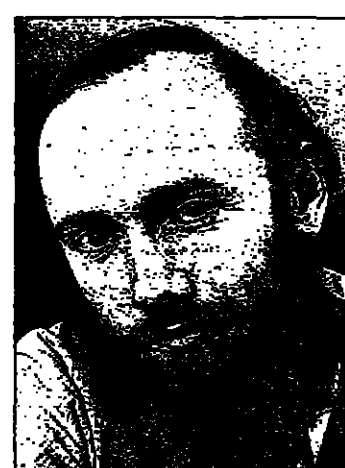
Madonna, mother, Maggie, Aunts Maire and Emily are the women in McMahon's boyhood and adult life to and from whom, he runs. Bolger's antipathy to his

against a craving to buy more shoes, followed by guilt and self-loathing, are as believable as they are inexplicable.

Manum is equally significant in Mary Costello's novel set in Belfast. The "wee woman", based on Costello's mother in this fictionalised version of her own childhood, is an outspoken, tenaciously loved, battler who guards her offspring with the ferocity of a lioness.

Annie's mother, like everything else in this novel, is not deeply analysed and minutely described. She exists in big, bold strokes of valium-induced Gaelic wisdom. Similarly, father is an ulcerated IRA sympathiser who knows best, keeps his head down and tuts at mother's peace efforts.

The novel is in episodic form, linked by Annie's earthy first-person humour and by the Troubles, the horror of which is doubled by its casual telling. More Bosnian than British, the battles of Andersonstown are described with a strategic bathos. "About four o'clock on a grey Holy Thursday afternoon, Mary Dillon, wife of Jimmy, mother of 12, was killed in the crossfire by an unidentified bullet... A bullet in the chest and two pounds of beef sausages, a



Bolger: evoking obsessions

quarter of a vegetable roll scattered on the damp grass. She should never have got in the line of fire: poor timing on her part."

Costello's timing is good, however. Quick-witted, if sometimes childish, humour is enveloped by a sometimes impenetrable fog of Irish slang and jargon, despite the glossary provided at the back. The rather trite coda slightly spoils the story.



# Opening up the book of life

A French charity-funded research group has surged ahead in the cataloguing of the human genome, says Mick Hurrell

A team of charity-funded French researchers aims to achieve by the end of this year a feat which was expected to take thousands of scientists worldwide most of the 1990s to accomplish.

Researchers at Genethon, a new high technology laboratory near Paris, have made dramatic progress in one of modern science's greatest challenges: cataloguing the chemical sequences contained in the human genome.

Decoding the vast chemical puzzle of the genome, the biological blueprint that carries all the information needed to create a human being, will help to identify the abnormal genes responsible for more than 3,000 human genetic disorders. The scientists have developed a new technique for handling long stretches of DNA, the chemical building blocks of life, thus making the task of mapping them much quicker.

According to the project leader Professor Daniel Cohen, Genethon expects that 99 per cent of the entire genome will be sequenced by 1999.

His claim has stunned geneticists collaborating on the massive international Human Genome Project (HUGO), a United States-led, \$3.5 billion effort to map the genome which has been called "biology's equivalent of the moon landings".

HUGO's completion date had been estimated to be 2006: so eagerly awaited "gene therapy" treatments for diseases such as Alzheimer's, Down's syndrome and muscular dystrophy are now much closer.

No other group in the world has made such rapid progress. According to Professor Cohen, this is because of the way in which their research is funded. While most HUGO work is financed by government agencies, Genethon's is supported by the French muscular dystrophy charity, AFM. This "unique" situation he says, gives Genethon flexibility and freedom from red-tape: "We are doing in one year what was predicted to take five years and ten times more money."

AFM raises most of its money via an annual telethon: two days of media events just before Christmas, during which the public is invited to telephone with donations to support the charity's work. Last year it raised Fr250 million (£25 million) from more than 1.5 million donations.

The knowledge that their work is funded by people showing their concern for genetic diseases gives

everyone who works at Genethon an obligation to succeed, says Professor Cohen: "We are conscious of that duty."

The genome can be thought of as a biological encyclopedia containing all the chemical instructions to make a human being. Every human cell carries a complete set: it comprises 23 pairs of sausage-shaped bundles of chromosomes: the individual volumes which make up the encyclopedia.

Each chromosome is made from thousands of genes — the chapters in each volume. There are thought to be about 100,000 genes in the genome. Every one controls a particular trait of the body's physical characteristics and function, such as skin colour or the likelihood of balding.

The paper and print of each volume is deoxyribonucleic acid, more commonly known as DNA — which in turn is made up of building blocks called nucleotides. The precise ordering of the nucleotides on particular strands of DNA represent the words in each chapter, which together describe the biological "meaning" of each gene. Each gene chapter can be between 2,000 and two million nucleotide "words" long.

The first task facing HUGO researchers is to determine the location of each gene on each chromosome — in other words, locating the start of each chapter. They then have to establish the nucleotide sequence of the DNA in each gene. It is an enormous task: equivalent to reading every word in the encyclopedia, a total of about three billion words.

Professor Cohen's team has already reached the stage of locating separate chapters for one-quarter of the entire encyclopedia — including virtually all those for the smallest volume, called chromosome 21. It is thought that this chromosome carries the genes responsible for causing Down's syndrome, Alzheimer's disease and certain forms of epilepsy.

They now expect to have located the genes on 90 per cent of the entire genome by the end of this year. According to Professor Cohen: "The last 10 per cent will be the hardest." However, with international collaboration, this initial task will be "100 per cent complete by 1995, for sure".

Genethon was established just two years ago by AFM in co-operation with the Centre for Study of Human Polymorphisms (CEPH), a French genetic research centre. The money raised by the first three telethons was invested in new buildings and equipment at Evry, near Paris. Inside, the laboratory is almost totally automated — making it unique in Europe. Robots and automatic testing equipment have helped to accelerate the mapping programme.

Bernard Barataud, AFM's president, has pledged the non-profit-making Genethon to mapping the entire human genome, rather than limiting it to the genes involved in the 40 or so known forms of muscular dystrophy, AFM's main concern.

So, unlike scientists in other laboratories who face pressures to focus their efforts on a handful of specific genes for common hereditary diseases to ensure a quick



Ahead of its time: researchers at the Genethon new high technology laboratory near Paris

investment return, the 150 Genethon researchers are free to concentrate on mapping entire chromosomes. "There is no glory in sequencing, it is just a mechanical task," Professor Cohen says.

Their key breakthrough in accelerating genome mapping has been the ability to clone very long sections of DNA and produce enough of this genetic material for laboratory analysis.

Cloning is an established technique — it involves inserting a length of DNA in a fast-replicating organism to generate a large number of exact copies.

Human chromosomes are too long and complicated for scientists to map them as a whole. Instead,

they are biologically "cut" into more manageable lengths. Bacteria were originally used for cloning, but they are limited by the length of DNA they can reproduce. Then in the late 1980s, the yeast artificial chromosome (YAC) was invented in America. It could hold and replicate strings of up to 200,000 DNA nucleotides.

By first modifying both ends of the DNA string to be multiplied, yeast cells are "tricked" into thinking that it is one of its own chromosomes and so it is replicated with each cell division. It had been widely thought that the YAC could not be improved upon. However, Genethon scientists decided to take a risk by investing the equivalent of

the power to programme human behaviour, promised by the unlocking of the secrets in our genetic code, will bring dangers of abuse in the wrong hands.

Professor Cohen agrees that caution is necessary. "It is obvious that this is risky, and this should not be underestimated. We should have international rules to control its use and we have to educate our children to adapt to a new type of society."

"But," he says, "we have a window of ten years to set up such rules. Nothing should be done to slow down this research — the urgent thing now is to cure genetic diseases."

50 person-years' work into trying to make it better.

Their reward is the "megaYAC" — an artificial yeast chromosome capable of storing one million DNA nucleotides, or a five-fold increase in capacity. Chromosomes can now be mapped using far fewer sections. Chromosome 21, for example, is spread over 250 megaYACs. The complete genome will require 30,000 megaYACs.

The final stage of the genome project will involve reading the chemical sequences which make up the genes. Geneticists have already translated and established the biological function of 1,000 genes in the genome — most famously the gene which causes the lung condition cystic fibrosis. But this represents just 19 per cent of the total gene set, so there is much work still to be done.

Professor Cohen's team is already developing new techniques to sequence the genes. In two to three years time he believes these will make the task cheaper and speed-up analysis by a factor of ten.

Crucially, Professor Cohen has decided not to patent the DNA sequences which Genethon's advanced research will identify. The first mapping results will be made freely available to the international HUGO community. Professor Cohen has also added his support to scientists critical of US and British attempts to patent more than 2,000 newly sequenced fragments of DNA before their genetic functions have been identified.

"It is quite ridiculous," he says. "There are many reasons for not patenting. The first is moral: no one should try to own something that belongs to everybody. Nothing is being created, we are only describing what is already there."

"Accumulating the sequence will be relatively easy, discovering the genes among the sequence will also be relatively easy. Then we must transform that into biological function. To understand the function of the gene is the purpose of all biology — the great challenge."

"Data must be available for science. If we start patenting, it will encourage secrecy and we will not get the best out of the genome. We should not compete in finding the sequence, but in how the sequence is used — to make better products."

Many people are concerned that the power to programme human behaviour, promised by the unlocking of the secrets in our genetic code, will bring dangers of abuse in the wrong hands.

Professor Cohen agrees that caution is necessary. "It is obvious that this is risky, and this should not be underestimated. We should have international rules to control its use and we have to educate our children to adapt to a new type of society."

"But," he says, "we have a window of ten years to set up such rules. Nothing should be done to slow down this research — the urgent thing now is to cure genetic diseases."

© Science Photo Library 1992

## UPDATE

### Paradise lost

HAWAII is described as the "extinction capital of the world" in a report by the United States' National Research Council.

Much of America's list of endangered species is made up of Hawaiian plants and animals, the study says. The report makes specific conservation proposals for the Hawaiian crow, *Corvus hawaiiensis*, whose numbers have dwindled to an estimated 11 adult birds.

Rather than trying to breed the crow in captivity, the panel of council scientists believes that eggs should be removed from nests and incubated in the laboratory. The young would then be released back into the wild. This might help to increase the level of laying, too, as female Hawaiian crows will re-lay if they lose their eggs.

Deforestation is believed to be an important cause of the bird's decline as Hawaiian crows build nests in tall trees and feed on native fruits. The council is advising that a forest reserve be established in the Kona District.

### £1m windfall

THE Wellcome Trust, the medical charity which this week announced that it had raised more than £2 billion on the stock market for research, is to give £1 million to a team at Trinity College, Dublin, which is trying to unravel the genetic cause of retinitis pigmentosa.

The disease, an inherited form of blindness, affects about 1.5 million people worldwide. It is caused by the death of rod cells in the retina, which get replaced by areas of pigmentation. The condition can lead to night blindness and sometimes complete loss of sight.

The team, led by Professor Peter Humphries, has been researching into the genetic cause of the disease for more than six years. It has discovered genes linked with the disease and believes that the funding will allow it to identify more.

Wellcome also announced more than £50 million of fresh research projects, which may help to stem the loss of talented researchers from Britain to the US and elsewhere.

### Heavenly origins

PICTURES transmitted from the Galileo space craft of the Caspary asteroid provide the best evidence so far that the rocky mass originated from a bigger heavenly body.

The pictures, which are being studied by a team at Cornell University, were taken during the probe's encounter with Gaspary last October and have three times the resolution of previous ones. They clearly show scarps between 10 and 20 metres long, across the asteroid's surface which, added to the body's irregular shape, indicate that Gaspary broke off from a bigger object after violent collisions with other orbiting objects.

## Saxons pay the price of neglect

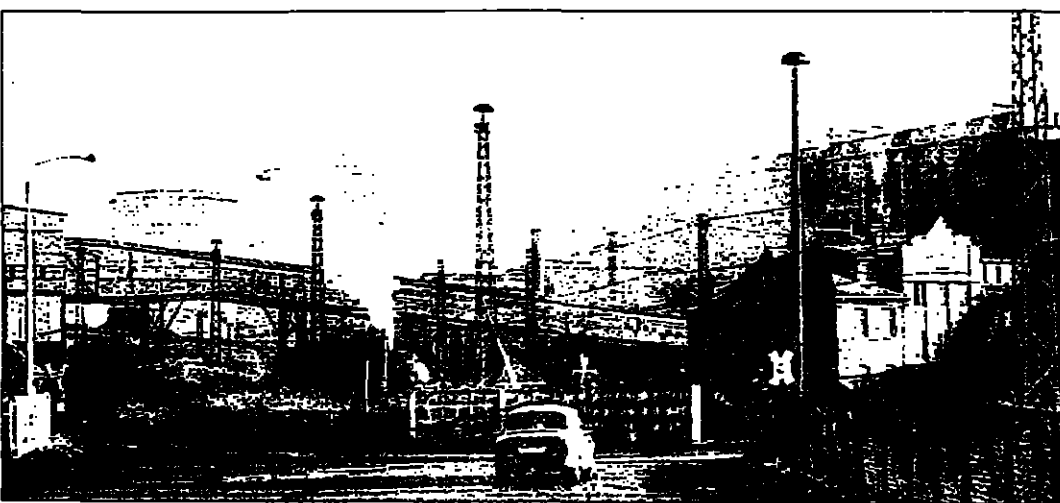
Welsh know-how will help Saxony to clean up its environment

Open-cast mining has devastated the environment of Saxony. Massive lignite mines — one of which covers 54 sq km — has caused DM16 billion worth of damage, turning vast tracts into toxic moonscapes.

Two years after reunification, the former East German state is determined to clean up its act. And after representatives visited Wales to see how the principality reclaimed its former industrial wastelands, the Saxons decided to follow suit.

The Welsh Development Agency's land reclamation skills are being sought to remove almost 100 brown coal slag heaps that are causing toxic acid discharges into local rivers. The Spreewitz, which supplies Berlin's drinking water, is one of the affected rivers.

As well as decontaminating and reclaiming redundant tips, the Saxons also want help to control pollution emissions at working mines. "Clouds of brownish grey dust surround diggers which collect the lignite from the mines," says Hartmut Biele, of Niesky, one of Saxony's county councils. "The



Familiar sight: the environment was not high on the list of priorities of the former East Germany

lignite is then transported along conveyor belts to power stations which are often located in the centre of inhabited mining areas."

These power stations supply 80 per cent of east Germany's electricity and many, such as the one at Boxberg, belch out sulphurous fumes over homes only 500 metres away. "Back in the communist days, the authorities ignored the health problems," Mr Biele says. "We are now trying to rebuild the power station according to safe Western standards. But fumes are only one of the problems people

have to contend with. There is also the dust that is sometimes so thick that drivers cannot see where they are going in daylight, even with their headlights on."

Rhein Braun, a west German lignite company that mines between Cologne and Aachen, is considering taking over some of the Saxony pits. But, unsurprisingly, it does not want to buy the associated environmental problems.

Mr Biele is worried that Saxony will not be able to afford to carry out the necessary improvements. With only DM150 million at its disposal

for regeneration, it needs DM42 billion to upgrade its water supply and a further 2.2 billion jointly with the neighbouring state of Brandenburg to clean up the lignite mines.

"Without help from Bonn and the European Community we will not be able to clean up our environment," he says. But there are some signs of hope. A pilot waterworks under development at Rothenburg will supply safe drinking water to 50,000 Saxons and Polish villagers across the Neisse. Two more treatment works at

Gorlitz and Frankfurt are to be developed jointly with Welsh companies.

The Saxons are also reverting to their pre-war source of energy — the Neisse. Twenty hydroelectric power stations are being re-established along its banks, and the Germans are working with their Polish neighbours on developing straw and wood-burning power stations.

Saxony regards itself as a gateway to eastern Europe and, to attract tourists to Poland and Czechoslovakia via Germany's most eastern airport, Welsh biotechnologists have been brought in to decontaminate Rothenburg airport.

Formerly a training base for the GDR air force, the soil is heavily polluted by kerosene engine fuel. The adjacent Neisse must also be cleaned, because kerosene seeping into the water has rendered the river flammable.

The natural environment is not the only victim says Mr Biele. "Some of our flats were insulated with toxic steel slag from a steel-works near Dresden. But even more worrying are the schools and kindergartens built of low-quality asbestos that are powdering away around our children."

Saxony will need all the Western know-how it can get to remove the legacy of 40 years of neglect.

IOLA SMITH

## Millennium merriment

In a move that may mark the opening of the end-of-millennium season, a small society has been placing advertisements in national newspapers claiming that Halley's Comet is out of control and heading back to earth.

The claim, by the previously unknown Scientific Forecasts Society, has alarmed astronomers. They do not expect the comet, which orbits the sun on a 76-year cycle, back until about 2061. It was last nearby about six years ago. Mark Bailey, an astronomer specialising in comets and a senior mathematics lecturer at Liverpool Polytechnic, said that the claim seemed to mark the start of

dictated the 1991 collision in 1987. She had publicised a small advertisement in *Time Out*, the London listings magazine, Miss Richmond said. "We are waiting for the astronomer with the big telescope to confirm in eight to ten months' time that they have sighted the comet returning," she said. "It's a myth and destruction 'will have no spiritual impact' — which, by the way, is quite hilarious."

Others believe in a future period of ideal peace and happiness. Medieval millenarians predicted an apocalyptic end for the Jews, the clergy and the rich. The Bohemian "Taborites" foresaw the overthrow of all human authority and private property ownership at the end of the 15th century.

Unfortunately, Sister Gabriel is calculating that the millennium might be linked with an asteroid impact, possibly of the kind that destroyed the dinosaurs.

Steve Andrews, an authority on comets at the Royal Greenwich Observatory, Cambridge, said that he was aware of the society's claims. He said it was true that a collision or some other event had happened in early 1991 that made the comet "seem to get brighter". However, Dr Andrews said that the comet, which is now near Uranus and becoming invisible to telescopes, remained in "a perfectly well defined orbit".

NICK NUTTALL

At the turn of centuries some curious behaviour has been noticed

## Museum warehouse to be a showpiece

A new store for the Science Museum, at Wroughton, Wiltshire, will be such an advance on present storage facilities that it will almost be an exhibit itself.

For £2.75 million, a 3,200 sq metre store is being built in the grounds of the old RAF station near Swindon, where the museum already uses five former hangars to keep some of its bulkier material, such as aircraft, tanks and the larger ranges of steam engine.

Not only will the store, on which building began in September, have an electronically controlled environment to preserve such items as early telephone switchboards and radar equipment, but

there will also be a specially devised system of access. Because the objects are so large and immovable, visitors will be taken to them using computer technology and robotic transport.

Visitors will key in the details of the item they want to see and be taken to it on a computerised trolley. "We believe it is the most up-to-date conception of a science museum facility," says Suzanne Keene, the museum's head of collection management.

The new store, which will take over from a rented one at Hayes, west London, and should be completed by next June, is part of a major programme initiated by Dr Neil Cossons, the director, of

which perhaps the most important component is not the new store but Miss Keene.

Collections management is a new department created after a National Audit Office report four years ago criticised the way collections were accounted and cared for in national museums.

For the first time in a national museum, one department will have responsibility for monitoring the life of an object from its acquisition, cutting across the usual departmental boundaries.

Miss Keene, who was the keeper of conservation at the Museum of London before her new appointment, says: "The conservation of science and technology exhibits is

far more complex than for art objects, and we have a lot to learn. How do you conserve computer software, for instance?"

Miss Keene has 29 conservators and technicians in a museum where, three years ago, there was but one scientific officer. There is no national training in the conservation of scientific and industrial collections, and three years ago the museum began its own course, which is about to produce the first graduates. The Wroughton store will be fully open to the public within four years of its opening. The five open days a year for two of the hangars will continue.

SIMON TAIT



Keene: "We still have a lot to learn about conservation"



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#### THE ROLE

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Manchester 061 437 0375

**Selector Europe**  
A Spencer Stuart Company

Please reply, enclosing full details to:  
Selector Europe, Ref. 5113072M  
Addington Court, Greenacre Business Park,  
Syal Road, Manchester M22 5LG

### THE QUALIFICATIONS

- Probably mid/late 30's, a sharp analytical graduate intellect, IPM qualified. Already developed as an HR generalist within substantial blue-chip organisations.
- Proven in planning and implementing change programmes with manufacturing or construction companies. Effective in a support role, influential in creating environments for achievement through teamwork, job definition and performance-driven reward.
- Enthusiastic, participative, pro-active. Must relate to engineers and professional staff, articulating simple practical solutions to personnel issues. Committed to HR as a key strategic tool in business planning.

c. £60,000 package  
+ benefits

Entertainment Industry

Surrey

## General Manager - Video

Fast moving, deal orientated and successful, this substantial international plc specialising in the acquisition and exploitation of audio and visual rights is a leading independent in the music and sell-through video industry. Commissioning a wide range of programmes for subsequent worldwide distribution through a variety of different channels to strict budgets and timetables is an intense operational challenge. An entrepreneurial General Manager with energy and commercial acumen is now sought to develop the video side of the business further.

### THE ROLE

- Reporting to the Executive Chairman, responsible for all aspects of the video business including rights acquisition, marketing and stock control.
- Co-ordinate production, administration and marketing staff to produce a timely, high-quality and profitable product.
- Identify new opportunities and maximise the commercial potential of them by adding value through innovative advertising and promotion.

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**Selector Europe**  
A Spencer Stuart Company

Please reply, enclosing full details to:  
Selector Europe, Ref. 56156072M  
Addington Court, Greenacre Business Park,  
Syal Road, Manchester M22 5LG

### THE QUALIFICATIONS

- Bright, quick, commercial. Probably early to mid 30's. Ideally with experience in a publishing/media/licensing environment.
- Strong general management, merchandising and operational skills. Must have managed a complex multi-functional process involving rights acquisition and production.
- High energy level. Disciplined and thorough. Trader mentality with strong negotiating skills backed by sound business training and judgement.

## SWAPS PROJECT MANAGER

Derivatives systems development

£50K - £60K + Excellent Benefits - London

Our client is the Capital Markets Division of a major international investment bank - one of the most profitable players in a number of key niche markets. The strength of this success is underpinned by a total commitment to progressive IT development - and nowhere is this more evident than in the fields of Swaps, Derivatives and Interest Rate systems.

That is why our client is now searching for a Swaps Project Manager. Someone - almost certainly in the 25-35 age range - who has an impressive track-record of developing and implementing off-balance-sheet derivatives systems. A strong, charismatic personality who can earn the respect of users - appreciating their needs and delivering precisely targeted solutions in the areas of risk management, transaction management and decision support.

The importance of relationship management cannot be overstated. This professional must be practical, pragmatic and acutely aware of business priorities. A key manager who will play

an integral part in the decision-making process - harnessing the potential of technology to bring innovative financial instruments to market.

It's a role for a graduate-calibre derivatives specialist from an investment banking, management consultancy or software house background. An open-minded individual who can analyse new technologies, objectively assess their merits and shrewdly select the tools that deliver competitive advantage. Someone who is worthy of an outstanding salary and benefits package.

If you are quietly confident that you could rise to the challenge, please call our consultant Steve Greenall on 071-253 7172 during office hours or on 0831 145022 evenings and weekends. Alternatively, send your cv, quoting ref:547, to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ. Fax 071-253 0420.

*jm* 1982  
1992

## The Role & Development of the Recruitment Industry in the 1990s

The first national conference of corporate and professional recruiters focusing on key issues that will affect the growth and success of professional recruitment companies in the 1990s. October 8th 1992

Speakers include:

- ◆ **Andrew Sennance**, Director of Economic Affairs Confederation of British Industry
- ◆ **Stephen Rowlinson**, Chairman - Merton Associates Former Chairman Kom Ferry International
- ◆ **Richard Boggis - Rolfe**, Chief Executive - NB Selection Ltd
- ◆ **Tony Mills**, Director - BNFL Enterprise Ltd

- ◆ **Richard Pearson (Chairman)**, Director of the Institute of Manpower Studies
- ◆ **Dr. Jordan Lewis (Keynote Address)**, The world's leading management consultant on Strategic Alliances & Partnerships
- ◆ **Chris Kelly**, Chief Executive - Reed Personnel plc
- ◆ **Nigel Corby**, General Manager - P-E International plc Interim Management Division

Other speakers include executive and senior management from IBM, McKenize, The Institute of Manpower Studies, IBM UK Limited, The Institute of Business Strategies UK Ltd.

The conference will be held at The Conference Centre, 303 New Oxford Street, London WC1A. For credit card bookings and a full programme contact Sandra Aldred, Conference Administrator, CBI Conference Centre, 151 Fenchurch Street, London EC3A 3DF. Tel: 071 497 3646

THE TIMES

THE SUNDAY TIMES

## Human Resources Manager

Thames Valley

c. £45,000+car

A market leading information systems company with a U.K. turnover in excess of £120m and c.1500 staff requires a new Human Resources Manager. The organisation has enjoyed sustained, profitable growth in a demanding and volatile market by maintaining strong customer focus and minimising central bureaucracy.

The position is strongly orientated towards Organisation and Management Development although, as part of a small generalist team, the jobholder will be expected to contribute to a wide range of H.R. issues. The successful candidate will manage a team of 3 professional trainers and work closely with all levels of management in defining and meeting O.D. and M.D. needs.

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Up to £35,000 plus package

As a top retail manager, you know that your talents extend far beyond your current challenge. Now take time to do something about it. Store by store and nationwide, the Virgin Megastore has become synonymous with innovation, entrepreneurial flair, customer service and growth - all the personal qualities you're looking to bring to a business big enough to recognise them. That business is our Oxford Street flagship.

It's a major business by any standards - £23 million turnover, 125 employees, 100,000 product lines, 28,000 sq ft of selling space - with significant investment and commitment to change on the way. Provided, of course, that we can call upon the drive, vision and experience of an exceptional Store Manager.

Accountability is the key word here, as you'll have full authority for profit and loss performance, buying and sourcing, people, products and systems. You'll also be responsible for developing and implementing what

is already a uniquely firm commitment to the highest standards of customer service.

Obviously, large-scale High Street retail management experience is essential, as is a proven record of achievement with complex product ranges in a fast-moving, high-turnover environment. Personal, commercial and management credibility are absolutely vital. If you are to exceed our challenging performance and business development targets.

In return, you can expect a highly competitive salary and package including bonus and car. The real reward though, is the prospect of career development with a business that recognises and values individual abilities and ambitions.



MEGASTORES

Your first move is to write, with a brief cv and salary details, to our advising consultant, Graham Dunning at Macmillan Davies, Dudley House, Albion Street, Leeds LS2 8PN. Fax: 0532 461355.

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## IS PROJECT DIRECTOR

up to £40,000 + Car

Cambridge

We are searching for an experienced Project Director to manage the selection, procurement and implementation of major information systems for a consortium of five leading hospitals in East Anglia. The objective of the project is to provide information systems to support the delivery of high quality patient care at each of the Consortium hospitals. By joining forces, economies of scale are expected, but the quality of IS systems must be of paramount importance.

For this role we are looking for an experienced IS professional who has delivered complex high value IS solutions in a multi-site environment. You will be working with and supporting project managers on each site and your prime role will be to provide technical

vision and expertise and to deliver the systems on time and to cost. Educating users and gaining their commitment will be a critical part of this role. You must, therefore, have the intellect, communicating and people skills necessary to move a complex multi-faceted project forward. An understanding of PRINCE project management methodology is desirable.

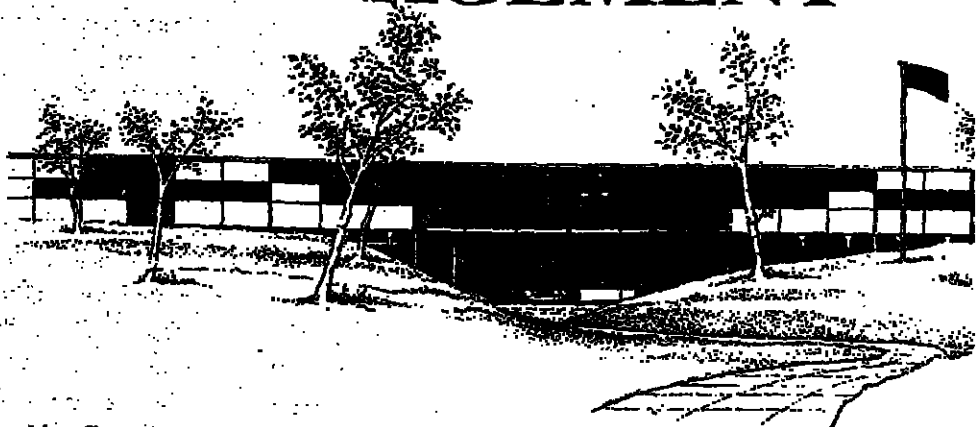
The post will be a fixed term contract from September 1992 to June 1994.

To take matters further, please send your curriculum vitae to the Consortium's adviser, Geoffrey King, Cambridge Recruitment Consultants, 11 King's Parade, Cambridge CB2 1P. Tel 0223 311316. Fax 0223 316152. Please quote reference PD/HC/ST.

**CAMBRIDGE**  
RECRUITMENT CONSULTANTS



# TECHNOLOGY MANAGEMENT



PA Consulting Group is the leading international management and technology consultancy. At our Cambridge Laboratory we harness the power of technology to:

- develop new products which provide differentiation in the marketplace and increase market share;
- develop new processes which enhance manufacturing flexibility and profitability;
- develop technology strategies which support and enhance our clients' business strategies.

Our Technology Management Group has created substantial demand for its services to help clients with critical business issues including R&D effectiveness, technology strategy, diversification, and new business development.

To support and stimulate continued growth, we are looking for dynamic, highly motivated professionals who are able to develop the market for the group's

services and operate and lead consultancy assignments.

To complement our existing range of skills we are particularly interested in hearing from people who have an in-depth knowledge of the electronics manufacturing industry, preferably with some experience of telecommunications.

With a strong technology background, preferably supplemented by a business or marketing qualification, you should be able to demonstrate a clear understanding of business issues. Ideally obtained through profit responsibility for a product or service, and should have consulting experience. Salaries and other benefits will be compatible with the high quality of staff we are seeking.

To apply, please send a full CV or telephone for an application form to Jan Halson, PA Consulting Group, Cambridge Laboratory, Melbourn, Royston, Herts SG8 6DP. Telephone: Royston (0763) 261222. PA is an equal opportunity employer.



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## Head of Recruitment

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Excellent salary + benefits

Managing the recruitment section within Inmarsat's London headquarters Human Resources function will present a stimulating career challenge for an experienced international recruiter.

Inmarsat is an internationally-owned, commercially-orientated co-operative, backed by 65 member countries, which leads the world in the provision of mobile global satellite communications for commercial and distress and safety applications at sea, on land, and in the air. With some 600 people from

over 50 countries, Inmarsat operates in an unusually cosmopolitan environment.

You will be responsible to the Manager Human Resources for controlling every stage in the recruitment of all staff - technical and non-technical, regular and short-term assignment - potentially from any country in the world. The writing and maintenance of HR policies, programmes and procedures and the development of effective communications materials are among your other key tasks.

With your future responsibility for providing a full HR service to specific operating divisions of the company, this is a senior position in which you will use the supervisory,

international recruitment, and broad generalist HR experience you have gained in high-tech industry.

Degree or IPM-qualified, computer literate, with excellent verbal and written communication skills, tolerance and sensitivity to different nationalities, you must be prepared for some overseas travel.

Salary will reflect the high level of competence, experience and qualifications we require, and a first-class benefits package is provided.

To apply, please fax or mail full career details to Mike Stockford, Ref: HR/MS, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR. Facsimile: 071-333 5050.



## Royal Mint Deputy Master (Chief Executive)

The Deputy Master (Chief Executive) of the Royal Mint is responsible to the Master of the Mint (the Chancellor of the Exchequer). The present Deputy Master is due to retire shortly, and a successor is sought.

The Mint operates, both as an Executive Agency and a Government trading fund. It manufactures and issues standard coin for the United Kingdom, and has a major international presence in the markets for standard and collector coin, medals, seals and related products, with a total annual turnover in excess of £80m. It has a modern manufacturing facility in Llantrisant (South Wales).

The successful candidate for this unique and demanding post will be responsible for the commercial and financial performance of the Mint, and will be the main provider of advice to Ministers on the coinage. He or she will offer a mix of proven commercial acumen and representational skills as well as political awareness and an undoubted capacity for strategic planning. The appointment which can be based in London or Llantrisant, will be for 3 years. This term may, by agreement, be extended.

Salary, including performance bonus, will be up to £80,000 per annum, but more may be available for a candidate with exceptional qualifications and experience. Pension benefits are non-contributory, other than 1.5% for family benefits. Relocation assistance may be available.

For further details and an application form (to be returned by 28th August 1992), write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551.

Please quote ref: B/93/1864.

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**ROYAL MINT**

## Managing Director Computer Services Industry

Circa £100,000 Package

Location: North Midlands

This is an outstanding opportunity for an all round professional to lead the profitable growth and development of a leading software house.

Our client, a subsidiary of a major UK public company, is a supplier of software packages and support services employing over 100 professionals. Its strong sales and marketing culture has established dominant positions in a number of its vertical markets.

They now wish to recruit an ambitious, energetic and determined individual to take on responsibility for the bottom line performance. The exciting challenges facing the chosen applicant will be to control the cost base, implement professional management controls, maximise growth potential, strengthen the sales and marketing functions and formalise product development programmes.

To be successful in this role, you will be aged 30-40, of graduate calibre, with experience that includes sales and marketing, proven general management success and profit and loss responsibility gained within the computer services industry.

Personal qualities should include excellent interpersonal skills, sound business judgement and the strength of character to drive and implement business plans through to a successful conclusion.

If you think you possess the dynamism, charisma and self-motivation required to succeed in this outstanding career opportunity then please write, enclosing your CV, to the advising consultants David Higgins or Ian Brindle at Harvey Nash. Please quote Ref: HN618 and include current salary details and a daytime contact number.

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SEARCH & SELECTION IN INFORMATION TECHNOLOGY

CONSULTATIVE ROLE c£40,000

## Manufacturing & Distribution

With manufacturing sites replicated throughout the UK, our client is seeking to assign a number of management level personnel throughout their businesses. Your initial role will be to review existing plant procedures, measuring production planning and processing efficiencies. Working in project teams where necessary and operating within a pre-determined policy, you will act as a change agent. Your brief will be to improve productivity, planning and forecasting, introduce manufacturing disciplines and operator training systems.

Your ultimate goal will be to maximise Return on Capital Employed, develop Total Quality Management and influence BS5750. A qualified mechanical engineer with process/batch production experience you must be prepared to travel within the UK. Opportunities could exist to take up a more permanent management position as businesses change. Interested candidates should in the first instance send full career details to Clive Roberts at the address below. Please also indicate your preferred geographical area of operation.

Ducheyne Executive, International Management Recruitment, Runnymede Malthouse, Runnymede Road, Egham, Surrey, TW20 9B0

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South Coast

## Marketing Manager Automated Test Engineering

As a senior Marketing Manager, you will control the continued success and future global direction of our two premier products - the S790 and CATE, the pioneering software that will be the very cornerstone of all our future application developments. Together they are set to earn around 50% of the division's total revenue for this year.

Developing a far-reaching understanding of each client's business will be your first priority. Only then will you be able to front presentations at the highest level, and translate customer needs into new product developments - co-ordinating all necessary promotional and training activities. As well as providing vital support to our European sales force, you will need to meet strict revenue targets and accurately anticipate a build plan that matches global demand.

Likely to be in your 30's, you have already made a visible personal impact on the success of a multi-national and high tech Marketing, Sales or Production 'test' operation. Previous ATE experience is less vital than your proven commercial prowess and genuine global outlook. A self-motivated and gifted leader, you would certainly benefit from having good spoken German and a genuine European outlook. Initially reporting to our Marketing Director, it is essential that you possess the potential to progress to an even more influential position.

In return, you can expect a competitive salary, including bonus, commensurate with your experience, and a comprehensive benefits package that includes a generous relocation allowance.

In the first instance please send your CV and current salary details to Simon Woodhams, Director of Personnel, Schlumberger Technologies, Farndon Industrial Estate, Wimbourne, Dorset BH21 7FF.

Schlumberger

Technologies

## Director of Social Services

Salary £65,000 and up to 15% PRP  
Fixed Term 4-year Contract

Westminster City Council is recognised for its commitment to the delivery of high quality services and the practical development of the "enabling" concept. We pride ourselves on our progressive and businesslike approach to the creation of a mixed economy of service provision.

The Social Services Department is seeking to meet this challenge by separating the purchaser and provider functions in order to target services more effectively and efficiently. The process of change is already underway and the objectives are clear.

The new Director will need to be the catalyst in this process: building on the recent strategic review of the Department and leading the implementation of the change process. The Director controls a gross revenue budget of £53 million, manages a staff of 1,500 and, as a member of the Chief Officers' Board, contributes to the Council's corporate strategy.

The successful candidate for this challenging post will be totally committed to the "enabling" concept and the provision of quality services. Commercially astute, he/she will be a skilled manager of change, an innovator, a motivator and an excellent communicator.

With relevant top management experience in a large organisation, the new Director will possess both an impressive track record and the personal qualities to be able to lead Westminster's Social Services Department through a period of unprecedented change.

Please submit a curriculum vitae to Karen Hope, Alliance Consulting Group, 25 Buckingham Gate, London SW1E 6LL, and an information pack will be sent to you.

The Council operates a No Smoking at Work Policy.



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Business to business services

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c. £50,000 + car

One of the leading names in its field, this £150m company has an enviable reputation for acquiring and operating contracts for major customers, who demand a comprehensive range of services provided to consistently high standards. An opportunity now exists for a service industry professional who can build on the strong position already established, enhance profits and develop new business.

Reporting to the Managing Director, you will be fully profit responsible for the £40m turnover Northern Region, which operates through 12 branches in the North West, Yorkshire, Humberside and the North East. Support is provided by a team of operations managers, plus functional specialists in sales, finance and personnel.

Aged mid 30s-mid 40s, you must be an experienced general manager in a large-scale, multi-site service business, with a record of success in meeting challenging service quality, revenue and profit targets. Well developed negotiation and client handling skills must be complemented by the ability to direct and lead a sizeable management team. A knowledge of the service needs of large companies in the region would be a considerable advantage. (Ref 2135).

Please write enclosing CV to Stuart Spindler, Whitehead Selection Ltd, Blagrove House, Blagrove Street, Reading RG1 1QA.

A Whitehead Mann Group PLC Company.

## whiteheadselection

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**Business Systems Manager**

Bristol

c. £45,000 + benefits

A large and successful financial services group is implementing widespread changes in culture and structure to revolutionise customer service standards.

In the IT area, new Business Systems Manager positions have been created to interface with the operating units and service their systems needs. Reporting to the General Manager of IT, this position deals with the Sales and Marketing Division, where innovative systems solutions are critical in a competitive market. It has responsibility presently for 30 IT professionals.

The role needs a well developed customer service focus with project management experience, an eye for solutions which are workable in the business context and a flair for motivating individuals within a team. You will have successfully provided IT services to a demanding sales and marketing organisation, not necessarily in financial services. This may have been through account management in an IT supplier or project management in an IT function, or possibly systems consulting on major change projects. Above all, you will have thrived where the management of systems development has kept pace with an organisation undergoing significant change. (Ref 566).

Please write enclosing CV to Robin Rogers, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HE.

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**Director and General Manager**

Cambridge/Suffolk Border

c. £50,000 + bonus + car + benefits

A General Manager is required by this highly successful £20m group of companies, an autonomous division of an international plc, which is a world leader and manufacturer of sophisticated, software driven, electro-mechanical capital equipment.

This opportunity is for an energetic and entrepreneurial individual to be responsible to the Managing Director for the leadership and direction of one of the most important of these companies. The role includes identification of new markets, focusing and control of engineering development, product marketing and manufacture, and carries with it full profit responsibility.

Aged 30-45, you are likely to be an electronics or physics graduate currently holding a senior sales/product marketing or general management position, with a proven record of success in developing business within the robotics, electronics or software driven equipment markets. Presence, drive, commercial acumen, motivational skill and the ability to deal at all levels are prerequisites.

Career prospects are excellent and the package includes a profit related bonus scheme, which can be substantial, stock options, executive pension and relocation assistance. Salary will not be a limiting factor for the right person. (Ref 3552).

Please write enclosing CV to James Thorne, Whitehead Selection Ltd, 43 Welbeck Street, London W1M 7HE.

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**Head of Personnel**

To create a Central HR function

KUWAIT : Up to \$50,000 + Bonus + Benefits (Tax Free)

This dynamic and highly successful Kuwait-based group has a major presence in the Middle East. Employing some 3,000 people in locations throughout the Gulf, the group comprises a diverse range of companies engaged in construction, building materials, engineering, transport and shipping, travel, automotive sales, trading and distribution.

In order to integrate its HR activities effectively into the running of the group, our client now wishes to establish a centralised personnel function, thereby creating this outstanding opportunity for a high-calibre Human Resources professional.

This is a unique opportunity to build a progressive personnel department from scratch, and develop the policies, procedures and systems necessary to contribute to the group's business success. It calls for a heavyweight

personnel generalist, degree qualified, with at least 10 years' wide-ranging HR experience gained, ideally, within a multi-national industrial or trading company.

First-hand knowledge of the Middle East is required together with vision allied to excellent strategic and planning skills. It is unlikely anyone aged under 40 will have the presence or maturity needed to establish credibility at the highest levels of management.

The attractive package includes performance-related bonus, free fully furnished accommodation, car, medical care, and generous home leave with paid airfares.

Please write - in confidence - with full career and salary details to Ghassan Yazigi, Ref: 1353/1, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

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**Telecommunications Manager**

LONDON WC2

SALARY c.£34K PACKAGE

Arthur Andersen is one of the world's major financial services and consultancy organisations, with an unrivalled reputation for providing high quality services to clients worldwide. It has always been in the forefront of implementing state-of-the-art technology and advanced telecommunication systems to support its business worldwide.

We require an experienced Telecommunications Manager to maintain the highest standards of service by optimising our resources and recommending improvements in this vital area of Voice Communications. Managing teams including Operations and Technical Support, your responsibilities will include:

- **Policies & Procedures** - Regular reviews and implementation.
- **Equipment** - Monitoring installation of major new equipment plus related trouble-shooting at Head Office and Regional Offices; recommending and ordering new equipment.

- **Budgets** - Preparation and monitoring of capital and expense budget for the London Office.
- **New Technology** - Keeping abreast of and assessing all new developments, advising senior management as appropriate.
- **Suppliers** - Regular supplier contact, particularly with BT and Mercury.
- **Management of Personnel** - Recruitment, training and career development of staff.

Applicants should have proven "hands on" telecommunications management experience from within a large, busy commercial company, with particular reference to administration, strategic planning and new technology and equipment. A sound technical knowledge including Data is required, along with the ability to communicate with people at all levels. Applications in the form of a detailed CV, which will be treated in the strictest confidence, should be sent to:- Louise Maidens, Recruiting Officer, Arthur Andersen, 1 Surrey Street, LONDON, WC2R 2PS.

ARTHUR ANDERSEN

ARTHUR ANDERSEN &amp; Co. SC

**Director of Marketing**

NORTH WEST : c.£50,000 Package + Car

Our client is a recognised market leader in the service sector, offering a comprehensive range of services to businesses throughout the UK and Europe.

This is a newly scoped position within the UK operation reporting to the Managing Director.

You will recommend, implement and assess detailed marketing programmes to maximise the potential from existing products and to identify new business opportunities to ensure continued profitable growth. Key areas of focus include strategy planning, market awareness, product development, lead generation, customer service delivery, salesforce liaison and advertising and PR.

Aged 30-40, you should be a graduate with a relevant business qualification and/or an MBA. You are experienced in all elements of the marketing mix, preferably having had a classic

immg training with a well respected blue chip company and then succeeded in a second, non-immg, marketplace - ideally financial services or a technical sector. A successful track record in direct marketing/lead generation techniques is important.

You must be a proven achiever, dynamic and innovative with the ability to make a considerable contribution to the development of the business.

The position offers a first class package including an attractive salary, performance bonus, executive car and non-contributory pension.

Please write in confidence, enclosing full career and salary details, stating how you meet the above requirements, to Paul Bamfield, Ref: 23096, MSL Group Limited, 32 Aybrook Street, London W1M 3JL.

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Demand more than well meaning Career Counselling or Outplacement advice. Insist on real direction to your job search based on current market intelligence from the largest outplacement and career management consultancy providing cost effective services to employers and to individuals seeking career progression.

Our subsidiary InterMEX accesses over 6000 unadvertised vacancies annually - mostly between £10,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge.

Call Keith Mitchell on 071-930 5041 for an exploratory meeting without obligation. Landsec House, 19 Charing Cross Road, London WC2H 0ES. Fax 071-930 5048.

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**DEPUTY ENGINEERING MANAGER**

Bournemouth

Airwork have an immediate vacancy for a fully qualified engineer with a minimum of 10 years experience in design and production within the aviation industry. Applicants should hold a degree or equivalent and have a commercial background enabling them to oversee projects from conception to completion. A comprehensive salary and benefits package is offered to the successful applicant.

Applicants should send CV to: Miss R J Turner, Personnel Department, Airwork Limited, FREEPOST, Christchurch, Dorset BH23 6BR, quoting reference Number D64.

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Apply to: Steve Newbolt, Personnel Manager, The Northern & Shell Building, P.O. Box 381, Millharbour, London E14 9TW, sending your current C.V., letter of introduction and photograph where possible.

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ADVANCED TRADING SYSTEMS

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CITY TO £40,000 + BONUS + BENEFITS

Managing a debt and equity base measured in hundreds of billions of dollars, our client has a reputation as one of the world's top investment banks.

Their dynamic approach to the challenges thrown up by a rapidly changing financial market has strengthened their global business base. This has led them into ground breaking work on systems applications - from voice recognition and artificial intelligence, to neural networks and the use of supercomputers.

Advanced systems capability is an intrinsic part of their vision of the future. Therefore, they have a serious commitment to be at the leading edge of technology. Last year alone they spent \$100 million on new systems.

These current opportunities arise from a major global migration strategy from PC systems to SUN workstations.

With several years' experience of trading systems or a closely allied area, you will take a senior role in a team developing front-end systems. These include analytical and procedural applications for equities, fixed income and derivatives.

You must have strong experience of SUN, Unix, C, RDBMS (ideally SYBASE) and be familiar with Openlook or Motif and TCP/IP.

You must also be a highly motivated and talented communicator, able to drive user relationships and be comfortable in a pressurised environment.

In return, you will be offered a highly competitive salary, performance-related bonus and benefits.

In the first instance, send a full CV to Prof Vigh at Millar Associates, Suite 40, London House, 26-40 Kensington High Street, London W8 4PP, or phone today (Sunday) on 071-370 5114 or Office 071-38 2222. Fax: 071-938 3553. Quote Ref. ST250.

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There is an excellent opportunity for a major role in the development of a new product. This role is a key position in the development of a new product. The successful candidate will be responsible for the development of a new product. The successful candidate will be responsible for the development of a new product. The successful candidate will be responsible for the development of a new product.

ST. JAMES



Tayside, Scotland

Attractive Package

**Marketing Manager**Define and implement a business diversification strategy  
in High Technology

Our client is part of a privately owned corporation operating globally with substantial worldwide revenues. Based in Scotland, it is a leading provider of contract electronics manufacturing services to major high technology multinationals.

To meet its commitment to growth, the company is preparing to mount an aggressive business diversification strategy, and seeks an outstanding strategic marketing professional to spearhead this initiative.

Reporting to the CEO in the UK, your two major areas of responsibility will be to identify high potential market opportunities and implement entry strategies in these new product based business sectors; and to manage the existing and new business operation to achieve target revenues. Success will be based on combining professional marketing techniques with entrepreneurial drive.

You will be mid 30s-40s, a graduate, ideally with an electronic or engineering background, plus a formal marketing or business qualification, preferably an MBA. You will have a significant track record in a senior marketing role in a major corporation, and have had involvement in a business start up from concept to demonstrable revenue growth. Your personal skills will include outstanding commercial and entrepreneurial orientation, rigorous problem solving abilities and good management skills.

The attractions of this position are exceptional. The opportunity to work at the top level in an autonomous operation in a role that will provide considerable personal growth and financial reward. A relocation package is available if necessary.

To apply, please send or fax a full CV, quoting reference 4600, to Goodman Graham & Associates, advising consultants, at the address below.

**GOODMAN GRAHAM**  
AND ASSOCIATES8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.  
Telephone: 0923 855515. Fax: 0923 854791**Define the Future of  
Business Communications**

Our client is a global leader in the provision of voice and voice/data communication products and services. Its premier position in Europe is the result of technical supremacy and a commitment to high quality support and service. As a result of planned growth within the strategic product groups, the company seeks to appoint two key individuals within the international marketing group.

**Product Manager - Software**

This vital role carries responsibility for the complete range of application software products, particularly for the core system range. From the initial identification of future market needs, you will drive the complete product marketing process from conception through to successful release on a worldwide basis.

The role calls for specific skills in:

- Software product management within the software or telecoms markets
- Product definition and justification on a European or worldwide basis
- Demonstrable track record of product introduction including licensing, release and promotion.

Ref: 3315

**Product Manager - Future Systems**

An important and high profile role responsible for the definition and sourcing of new and factored products within the small voice systems market. You will plan future product offerings, establishing the optimum supply chain from both an economic and resource utilisation perspective.

Your background will include:

- Product management within the IT or telecoms markets
- Tactical and strategic product planning, sourcing and introduction on an international basis
- Management of high value projects, involving both commercial and technical aspects.

Ref: 3316

These are senior appointments requiring strong, outgoing personalities to drive product issues through the organisation. With world-beating product and impressive financial/R&D resources at your command, you will have the ideal platform for personal recognition and development. If you are interested in joining one of the world's leading telecom vendors, please send or fax your CV quoting the appropriate reference number to Goodman Graham & Associates, advising consultants, at the address below.

**GOODMAN GRAHAM**  
AND ASSOCIATES8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.  
Telephone: 0923 855515. Fax: 0923 854791.**Serious  
Fraud  
Office****ACCOUNTANTS/  
INVESTIGATORS**Incisive investigation  
of complex financial fraud.

The Serious Fraud Office (SFO) and the Crown Prosecution Service (CPS) are separate government departments which work in consultation to ensure that criminals do not benefit from fraud.

They are both involved in investigating and prosecuting cases of fraud, with the SFO undertaking the most serious or complex cases.

Accountants/Investigators work at various levels with both organisations conducting investigations into cases of reported or suspected fraud. This may involve examining accounts and financial records; gathering evidence and questioning witnesses; preparing reports and evidence, including appearance at court; providing advice and recommendations for action.

In essence, the approach is one of teamwork. You will be required to work as part of a team which will include police officers, lawyers and accountants.

There are a number of opportunities at different levels. In all cases you should have a formal accountancy qualification and/or investigative experience in dealing with commercial crime or insolvency. A sound appreciation of commercial practice and law is essential.

These positions are based in London with salaries that are dependent on experience and qualifications and the level at which you join.

If you are interested in the challenge of investigative accounting and would like full details of the range of posts and salaries on offer, application forms can be obtained from the Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants. RG21 1JB. Tel: Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: B/1694. You may apply for opportunities either with the SFO or the CPS, or both.

Closing date for receipt of applications: 17th August 1992.

The Serious Fraud Office and the Crown Prosecution Service are equal opportunities employers and applications are invited from suitably qualified candidates regardless of sex, race or disability.

**Software Sales Professional**

Our client is a world leader in high value software systems for commercial and corporate lending. More than 1200 financial institutions in over 10,000 locations rely upon their products. Their blue chip client list includes 70% of the top 100 banks world-wide.

**OTE to  
£70,000**

Potential business in the UK now requires the recruitment of a high calibre individual to develop new accounts in this market.

The successful candidate will be thoroughly conversant with the principles of lending/credit analysis within the banking environment. He/she will have a successful sales track record selling complex solutions at a senior level to financial institutions. Superior presentation and inter-personal skills are mandatory and an MBA or relevant degree is preferred.

This is an excellent opportunity to join a dynamic, profitable international company and to play a major role in its future European development. To find out more please contact the advising consultant Alex Mittlestass today between 2pm and 7pm on 081 741 4221 or during office hours on 071 408 2335. Alternatively, post or fax your CV to Vision Human Resources, 34 South Molton Street, Mayfair, London W1Y 2BP. Fax: 071 495 6273.



A MEMBER OF THE ASSOCIATION OF SEARCH AND SELECTION CONSULTANTS

**BANKING****MAJOR ACCOUNT  
MANAGER**

This is an excellent career opportunity for a young sales professional to join a major international papermaking group and take responsibility for the development of major customer accounts in the UK.

This new post is directly responsible to the UK Sales Director and involves managing a small team charged with setting and achieving ambitious targets and developing growth through major accounts nationally and smaller accounts regionally. Sales accountability will be around £30 million.

Candidates should be about 30 years of age, graduates or equivalent, with experience in selling industrial products to merchants, distributors or wholesalers. Key or major account management experience is essential. Knowledge of the fine paper trade and sales team leadership experience would be advantageous.

The remuneration package includes a salary of circa £30,000, a car, comprehensive benefits and assistance in relocation to the South East. There are excellent career opportunities in the UK and overseas.

Applicants should write, in confidence, quoting ref. 105/ST, to:

**St. James's** MANAGEMENT RECRUITMENT  
33 St. James's Street, London SW1A 1HU  
(071-493 1788)

The Recruitment Division of John Lloyd &amp; Partners Limited, Management Consultants

**Experienced  
Project/Business Managers**

- Highly successful, rapidly expanding, UK Management Consultancy
- Two senior, multi-project management roles - prestigious client portfolio in a variety of industries
- Salary around £35,000 + excellent benefits inc. car + bonus scheme

Sustained growth and future United Kingdom/European expansion has led this well respected management consultancy to an exciting phase of its development.

Your new role as a Senior Project Manager is key to on-going business objectives being realised. You will assume accountability for several projects throughout the United Kingdom, principally in the manufacturing/service utilities sector. While you are expected to adopt an "own business" approach, you will be supported by a professional team of technical/business specialists and sophisticated systems.

Aged from 28 years and degree (or equivalent) qualified, you have a record of success in a project environment, you value developing sound business/client relationships and regard the training of people as your prime focus. You have from 2 years multi-site/project experience (probably in manufacturing) and highly developed inter-personal skills. Considerable domestic travel is required; however, relocation is not necessary.

Continued UK growth and established European operations facilitate numerous career paths and challenges.

Please write, enclosing full CV, Ref: L3063

NB Selection, 54 Jermyn Street, London, SW1Y 6LX



NB SELECTION LTD - a Norman Broadbent International associated company  
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**BOTTLING PRODUCTION LEADER**

£Negotiable + Benefits + Car

Glasgow Area

**THE OPPORTUNITY**

- Exciting opportunity to join a team creating an organisation for tomorrow.
- Key role in setting up a greenfield site where team working and employee involvement are fundamental.
- Significant challenge to create and lead a diverse team.

**THE ROLE**

- Responsible for setting up and running the new production operation including processing, bottling, warehousing and distribution.
- Satisfy customer demands with a cost effective, efficient and high quality service.
- Create and maintain a team working approach to problem solving, continuous improvement and the development of people.

**THE COMPANY**

- One of the world's most successful independent Scotch Whisky Companies.
- Glenfiddich is the world's number one malt whisky and Grant's blend is among the leading world brands.
- Relocating next year to a greenfield site at Strathclyde Business Park, near Bellhill.

**THE QUALIFICATIONS**

- Engineering graduate, ideally with MBA, manufacturing or production management experience in related industries.
- Excellent track record and fully conversant with best practices and techniques.
- Enthusiastic and motivated team player with "shirt sleeve" approach and first class communication skills. Able to manage change and develop people.

Please reply in writing enclosing full CV and salary details, to:

Rosaleen Murphy, Personnel Services Manager, William Grant & Sons Ltd., Park Road, Paisley PA2 6YA.

**Rewarding Your Enterprise**

Norfolk and Waveney TEC is at the centre of the region's business development activities, working together with local companies in creating and implementing successful training and development strategies to enable them to start, grow and prosper.

With your key business and consultancy skills, matched by a dynamic personality and the ambition to succeed, you will have the essential qualities for this rewarding role of promoting our enterprise initiatives.

Based at our Business Development Centre in the City of Norwich, you will motivate and lead a 15-strong team in the provision of incisive and effective advice and consultancy services to both small and large companies.

You will liaise with clients and providers at a senior level, promoting our range of business development and enterprise support activities to enhance and extend our reputation as a valued business partner. You will also play an active part as a key member of our operational management team.

With experience of strategic planning, negotiation, staff management, training and development, your professional portfolio will be impressive, equalled only by your energy and diplomacy. You will also be able to display a good working knowledge of the private sector and especially the needs and aspirations of small and medium businesses. You will be educated to graduate level in a business discipline.

We will reward your enterprise with a competitive salary and benefits package, including relocation expenses where appropriate to enable you to move to this attractive region which has a mix of coastal, rural and urban environments.

If you feel you have the enterprise to match ours, then please forward your CV, to Sandy Brand, Personnel Department, Norfolk and Waveney TEC, Partnership House, Whiting Road, Norwich NR4 6DJ. Closing date: 7th August 1992.

The Norfolk and Waveney TEC is committed to equal opportunities.

**Business &  
Enterprise  
Manager**c £25,000 + car + benefits  
NORWICHNORFOLK AND  
WAVENEY  
TEC**Solutions**

rich with opportunity. If you want to "tap

35/37 Fitzroy Street, London W1P 5AF





**Surrey Constabulary**  
POLICE HEADQUARTERS

## Head of Information Technology & Communications

Guildford  
Up to £34,389 + Car

Surrey Constabulary operates a wide array of inter-departmental computer systems and microcomputers, plus two major round-the-clock networked systems, not to mention 1,500 sets of radio equipment and 1,000 networked telephone extensions - all designed to offer support at both operational and administrative levels.

We now wish to recruit a capable business manager to take responsibility for the development of an IT and communications strategy to meet the Force's evolving needs and to comply with regional and national Police standards.

Co-ordinating and managing the work of a large, professional team, this is a commercially driven role calling for strong interpersonal skills, as well as a broad and proven track record of IT and/or communications management at a senior, strategic level. Familiarity with structured systems analysis, design methodologies and open systems will be needed. You should also have an understanding of VHF and UHF radio transmission systems and techniques.

Your work will impact on the acquisition and development of networking and communications resources, as well as the provision of all technical advice and assistance across the Force. In so doing, you will review budgets and performance, make recommendations for change and lead their implementation.

For those with the necessary credentials, this senior appointment offers considerable scope, together with benefits which include free car, BUPA membership, contributory pension scheme, relocation assistance and mortgage subsidy scheme, where appropriate. To apply please send your CV to Caroline Richings, Consultant, Austin Knight Recruitment, Knightway House, Park Street, London Road, Bagshot, Surrey GU19 5AQ. For an informal discussion telephone her on 0276 51410 (office hours) or 081 694 8629 (evenings/weekends). Please quote reference: YR 844. We are committed to being an Equal Opportunities Employer and encourage applications from all suitably qualified candidates.

**Austin Knight**

LIVERPOOL CITY COUNCIL  
ON BEHALF OF THE MERSEYSIDE  
DISTRICT COUNCILS

The five Merseyside District Councils are determined that Merseyside plays a full role in the future Europe and the Single European Market. To achieve this they have established the Merseyside European Liaison Unit. Hosted by Liverpool City Council, the main functions of the Unit will be to raise the profile of Merseyside in Europe, secure maximum benefit from EC Structural Funds (ERDF and ESF), and from other EC funding and initiatives.

The successful applicant (preferably with a degree or other professional qualification) should be able to demonstrate a thorough understanding of EC policies and programmes and have experience of dealing with both the European Commission and UK Government. As liaison will be with senior levels in the organisation concerned, he or she must possess excellent oral and written communication skills.

The successful candidate will be assisted by an appointed consultant who will advise on and co-ordinate European funding initiatives. Conditions of service include a flexible 35-hour working week and relocation expenses where appropriate.

The Council is an Equal Opportunity Employer and welcomes applications for employment irrespective of the applicant's race, sex, marital status, age, sexual orientation, religious beliefs, disability or employment status.

## Merseyside European Liaison Officer

P O 6  
£23,910 - £25,539  
(PAY AWARD PENDING)

Mr Alan Chape, Assistant Chief Executive, will be pleased to provide further information on the work of the Merseyside European Liaison Unit. Tel: 051-225 2696/2589.

Application forms and further details are available from the Director of Personnel and Administration, Liverpool City Council, PO Box 8, Municipal Buildings, Dale Street, Liverpool L69 2DH (Tel: 051-225 2422/2426).

Closing date - 6 August 1992.

**Price Waterhouse**

EXECUTIVE SELECTION

## Training Manager

Exciting new role within a major City Law Firm  
c. £45,000 + benefits London

As an innovative and forward thinking law practice, the needs of the business clearly drive our client's human resource policies. This, in turn, impacts on the training of both partners and staff and is key to the continued success of the firm who now seek a specialist to spearhead their training initiatives.

Working closely with the partners and reporting to the Personnel Director, you will have responsibility for organising training throughout offices in the UK and Europe.

This is very much a hands on role. You will be responsible for programme design and you will be expected to develop and deliver courses in business, managerial and inter-personal skills. In particular you will need to develop short sharp

programmes which can be absorbed into the already busy schedule of fee earning staff. You will also co-ordinate and integrate technical legal training.

It is essential that your experience should include both design and delivery of training programmes. You must have the presence to be able to deliver courses at all levels throughout the firm - including partners. It is expected that you will bring the latest training techniques and methodologies to the practice and be able to implement training that will respond to the changing needs of the business. Clearly you should have an appreciation of the culture prevalent in a partnership.

Of high intellect and graduate calibre, you must be able to hold your

own in this type of environment. You will already have reached a senior level in a commercial training organisation, consultancy or partnership and be able to demonstrate a first class record in running management skills programmes.

Salary will not be a limiting factor for the right candidate.

If you feel you can meet this challenge, please send a CV quoting reference B/1283 together with a covering letter demonstrating your suitability for this role to Barrie Whitaker.

Executive Selection  
Price Waterhouse  
Management Consultants  
Milton Gate  
1 Moor Lane  
London EC2Y 9PB  
Tel: 071 939 6313

MANAGEMENT TRAINING CONSULTANT - FINANCE

## Delivering solutions in an environment of change.

WATFORD £30,000

In the face of widespread, radical change, many managers in the railway industry are continuing to develop business plans and strategies which meet complex challenges.

In order to give them full support, our prestigious management training centre, The Grove, is committed to delivering training designed around their needs. We're looking for a consultant of exceptional calibre and business awareness to help us succeed.

You will be part of a pro-active team which helps managers to examine their own business areas with the aim of improving performance. Clearly, your experience of the design, selling and delivery of means of meeting financial learning needs will be crucial.

You should be a graduate and/or qualified accountant, with a background in financial training/consultancy. It's also essential that you have the ability to establish immediate credibility with our clients. Excellent communication skills should be matched by a strategic grasp of the environment in which British Rail operates.

The salary is part of a package which includes impressive travel concessions and an excellent pension scheme.

To find out how you could contribute to the future of our business, send your c.v. to Tom Kilcourse, Head of The Grove, The Grove Management & Conference Centre, Hempstead Road, Watford WD1 3TR.



British Rail - working towards equal opportunities.

## Head of Marketing, Strategy and Economic Development

Up to £40,000 plus car

Can you:

- lead and manage a multi-disciplinary team and show leadership?
- sell a great City and develop our economy?
- show vision and develop new strategies?
- get the City Council's message across to its customers?

Have you:

- real management expertise?
- presentation skills?
- substantial analytical abilities?

Portsmouth is changing with a clear agenda to focus on customer needs. Can you contribute at the highest level?

For more information and job papers about this exciting task telephone Christine Austin on 0705 834437 (24 hour answerphone on 0705 834203) or write to her at Personnel Service, Civic Offices, Guildhall Square, Portsmouth, PO1 2AL. Closing date 20th August 1992.

Portsmouth is an Equal Opportunity Employer

**Portsmouth City Council**

## EUROPEAN SALES EXECUTIVE

Cabinc Limited are market leaders in the manufacture and supply of steel lintels, garage doors and steel components to the building industry. A progressive and expanding company, with an annual turnover in excess of £80 million, they are committed to a policy of expansion and investment in Europe, and need an experienced sales professional to join their international team, in a new high-profile role.

Reporting to the Export Sales Manager, you will play a major role in structuring the company's future strategy in Italy, and take responsibility for the sales and marketing development of Spain - a key area where trading conditions can be especially challenging, competitive and sometimes difficult. Ideally aged between 28-35 and educated to degree level, you must be able to speak fluent Spanish and/or Italian, and a third language would be useful. A minimum of five years' European sales experience, ideally selling building products via distributors, would be preferred. Equally important will be your ability to motivate, assist and control distributors on a day to day basis, whilst developing and communicating long term strategies.

The importance of this position is reflected in an excellent salary and benefits package, which includes relocation where appropriate. If you thrive on the challenge and excitement of a new venture, are highly mobile, and are looking for genuine career advancement with a market leader, please telephone Jan Harvey for an application form, or send a CV in strictest confidence to her at HRC RECRUITMENT & SELECTION, Northwick Lodge, Northwick, Bristol BS12 3HE. Telephone: (0454) 633555 (24 hours).

**Cabinc RTZ**

**HRC RECRUITMENT**

FOR THE BIGGEST JOB ON THIS PAGE RING 0800 585 388

REDUNDANT EXECUTIVE? MANAGING DIRECTOR? £25,000 per annum from own company. 12 month contract available from 27th August 1992. For full information, call Barbara for information. British Telecom 071 639-6395 (London & East) 0203 211000 (South & West) 021 285 2721 (Midlands) 091 222 7078 (N. East) 081 532 0307 (New) 0383 730251 (Scotland)

## IT CONSULTANTS

Birmingham

up to £40,000 + benefits

Management Consultancy at Touche Ross is possibly the most rewarding way to use your commercial flair and experience to harness the business benefits of information technology. The Midlands unit of our Information Technology Division provides IT consultancy services to clients in both the private and public sectors and is looking for new talent to contribute to its sustained growth.

You will be joining a division of one of the largest accounting and consulting firms in the world: a firm which continually seeks to meet and exceed the expectations of its clients.

Aged between 25 and 35 with a good degree, successful applicants will be able to demonstrate a record of high achievement and an ability to shape their own careers. We describe ourselves as "business people who understand IT" and are keen to recruit those who share a similar view of technology - and who know how to harness its business potential.

You should have the ability to define problems precisely and coherently and to produce innovative yet commercially-sound practical solutions. Excellent communications skills - both written and verbal - are essential to delivering the quality of service demanded by our clients.

To play your part in our success you will need to demonstrate in-depth knowledge of the systems development process, gained either from within a software development company or as a team leader or project manager interested in a large commercial or public sector enterprise. We're particularly interested in people with solid experience in manufacturing, retail and distribution, local government, healthcare or the recently-privatised utilities.

At Touche Ross Management Consultants the opportunities for the right people are second to none, and are matched with impressive personal and financial rewards. Admission to the partnership within three to five years is a real possibility for the most successful of our new recruits.

As your first step to success please send a comprehensive career resumé including full salary history and daytime telephone number to Chris Loughran quoting reference 3255 at the address below

**Touche Ross**



MANAGEMENT CONSULTANTS

Colmore Gate, 2 Colmore Row, Birmingham B3 2BN.





Alliance Gas

## New Expansion in Gas Sales & Marketing

Alliance Gas, an exciting new joint venture recently launched by BP, Statoil and Norsk Hydro, is poised to make a significant impact on the UK gas sector - currently undergoing a period of dramatic change.

The three parent companies are the largest producers and suppliers of gas in the North Sea and Alliance is excellently placed to become a major presence in a sector where the business potential will increase substantially.

As a result, several new posts are being created to ensure the company's success in its gas sales and marketing effort is maximised.

You will be responsible for developing sales and marketing activities within agreed areas or sectors. This will entail taking the initiative to identify opportunities, securing meetings with potential customers, normally at senior management level, identifying requirements and successfully negotiating sales contracts.

You have a sound knowledge of the UK gas business within industry and commerce and have good experience of competitive selling. Computer literate and educated to degree/HND level, you have a good level of commercial and marketing awareness and understand the complexities of energy buying.

After initial training in London you will be given responsibility for one of several areas in England and a reasonable degree of mobility is therefore required.

The package is highly competitive with a range of benefits including company car and, if required, relocation assistance.

In complete confidence, please telephone or write with CV to: John Diack, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1V 3HA. Telephone: 071-629 5909.

**Simpson Crowden**  
CONSULTANTS

## Crude Oil Supply Trading

### A Senior Role in a Major International Group

This major European energy group is one of the leaders in its field and is involved in a wide variety of activities in the petroleum and chemical industries.

A range of quality petroleum products is distributed from a number of refineries through a highly sophisticated and rapidly expanding sales and marketing operation with about 2,000 outlets.

To supply the demands of these refineries crude oil is secured through the activities of its trading and supply arm in London.

As one of three traders, you will play a key role in meeting these requirements, sourcing supplies worldwide, particularly from the North Sea, Middle East and North Africa.

You will assist with the definition of trading policy and strategy and will be responsible for wet barrel refinery supply transactions, for equity sales, where appropriate, for term contract negotiations with suppliers and for trading activities.

A graduate with sound experience within the oil industry and a knowledge of refining operations, your background lies in oil trading or in planning and supply activities. Team oriented and commercially astute, you are an excellent communicator and high in initiative, creativity and efficiency.

In this international, wide ranging role you will have a direct effect on the future success and ongoing expansion of the company and considerable professional satisfaction will be derived.

The package is highly competitive and reflects the significance of the post. In complete confidence, please telephone or write with CV to: John Diack, Managing Director, Simpson Crowden Consultants Limited, 97/99 Park Street, London W1V 3HA. Telephone: 071-629 5909.

**Simpson Crowden**  
CONSULTANTS

## SETTING A PRECEDENT IN HOUSING

### RADICAL, IMAGINATIVE AND GO-AHEAD

A period of fundamental change is happening in Hackney with the Comprehensive Estates Initiative, where positive policies for the future well-being of the local community are becoming a reality. With go-ahead from the Department of the Environment for the first stage of our £200 million investment, five system built estates will be undergoing a major programme of regeneration, redevelopment and refurbishment.

Tenant participation is actively encouraged and recognised as vital to the success of this project which will produce quality housing, new economic opportunities and social facilities, to create communities where the people of Hackney will want to live.

### PROJECT DIRECTOR

up to £42k

With a track record of achievement that is second to none, you will have a background in managing and planning capital investment programmes. Your housing experience is less important than your multidisciplinary approach, with the vision and imagination to co-ordinate and drive the CEI project forward and the ability to integrate broader economic and social issues into a practical reality.

### A PLANNER AND ORGANISER

With outstanding organisational ability, you will relish the prospect of putting your flair for managing people and major programmes to the test. The issues involved are complex and challenging, demanding an analytical mind with a thirst for problem solving and the satisfaction of seeing a good job done.

**WHERE  
LEADERSHIP  
AND DRIVE  
TURNS A  
CONCEPT INTO  
REALITY**



All applications for jobs are considered on merit, with equal opportunities for women, black and ethnic minorities, lesbians and gay men and people with disabilities. Job share applications are welcome with or without a partner.

### WORKING WITH PRIVATE AND PUBLIC SECTORS

Hackney CEI is a dynamic project attracting much public support. For the right individual it is an opportunity to use your top managerial skills working with a variety of organisations within the public and private sector. There will be much close working with housing associations, local businesses, government departments as well as local community groups, where your influence will be felt and recognised.

### COMMUNICATING WITH TENANTS

Improving the quality of life for our local people is the aim of the CEI. Committees of tenants and councillors with multi-disciplinary teams of Council staff based locally, will enable tenants to become fully involved in decision-making about their new homes and communities.

You must have commitment and enthusiasm for tenant participation. We need you to take a leading role in this unique project by encouraging the self-development and empowerment of tenants.

### YOUR NEXT MOVE

For an application form and information pack on this position call Paul Cross on 081-533 5558 or write to him at Maurice Bishop House, Reading Lane, Hackney E8 1DS. Closing date: 14th August 1992. Shortlisting date: week commencing 17th August 1992. Interview date: week commencing 31st August 1992. We provide a smoke free work environment. Ref: TU1465T.



R E S P O N S I V E B Y D E S I G N

## BOOZ ALLEN HEALTHCARE INC

Booz Allen & Hamilton, the international management and technology consulting firm, serves a large number of the most important and best managed corporations, healthcare institutions and government bodies in the world. The firm's work spans dozens of industries and functions and is conducted in more than 60 countries.

Our outstanding world-wide reputation has resulted from our ability to address and resolve complex healthcare issues. Currently we are expanding our staff to address the unparalleled growth in our business. We are looking for personnel in the following functional areas:

### HEALTHCARE PROJECT FACILITATORS PATIENT CARE INFORMATION SUPPORT SYSTEMS

#### Responsibilities

- Lead the responsible physicians, nurses, therapists, and other caregivers through clinical protocol development, modifications, and test phase.
- Lead participants in discussion to explain goals/objective of the project, the concept and framework of protocols and a new charting methodology.
- Hold and lead training sessions.
- Help during testing process and develop and lead value verifications process.
- Hold and lead brain-storming sessions and team meetings as necessary.
- Keep project on track and meet deadlines.
- Serve as project coordinator with clinical staff.

#### Skills Needs

- 2-3 years of experience of working in health care environment with clinicians.
- Good communicator/possess solid interpersonal skills
- Can understand operational, strategic and organisational concepts and issues. Previous consulting experience advantageous.
- Good undergraduate degree
- MBA preferred.

As a high profile member of the Booz Allen team, you will receive a competitive salary, excellent benefits and a chance to make your mark with a world leader.

Please send full CV with salary levels to Giulia Gainsborough-Waring, Booz Allen & Hamilton, Healthcare Practice, 100 Piccadilly, Mayfair, London, W1V 9HA.

**BOOZ ALLEN HEALTHCARE INC**  
A World Leader in  
Management and Technology Consulting

Your place at the head of a first class team

## TELEPHONE SERVICE CENTRE MANAGER

£32,000 + financial sector benefits

Our London Regional Service Centre is the first point of contact for many customers' enquiries on personal lines insurances. As Telephone Service Centre Manager, you will ensure that these enquiries are dealt with to the highest standard.

You will need at least five years' experience in a line servicing role including management responsibility for a staff of 30 or more. You must be familiar with computerised systems and your management and analytical skills should include the ability to motivate a busy

team. The essential qualities include effective negotiation, workflow control and being able to influence colleagues. Ideally, you should have a knowledge of general insurance and automatic call distribution systems.

If you thrive under pressure, please telephone Helen Ellwood, Personnel Officer, on 071 334 4471/2 for a self assessment form. This will need to be completed and returned by Tuesday, 4th August.

We are an equal opportunities employer.

**PRUDENTIAL**

## Sales Manager

Based West London

Timberland is one of the world's leading multinational manufacturers and distributors of high-quality footwear, clothing and accessories - a company characterised by a rapidly growing international business.

Timberland UK, one of the parent company's fastest growing subsidiaries, is now looking for an experienced Sales Manager to direct and expand this sales growth.

Ideally aged 28-40 and educated to degree level, you must have a proven track record of sales and sales management. Your experience of dealing with high profile, quality companies will be supported by good communication/presentation skills and the ability to evaluate sales data and achieve demanding goals. A working knowledge of French or German is preferred as is an understanding of the clothing sector.

As you would expect for such a senior position, we are offering an excellent salary, bonus and company car, together with relocation assistance where appropriate.

To apply, please send a full CV, indicating current salary, to Mrs E Reid, Human Resources, Timberland UK, Unit 5, St. Anthony's Way, Feltham, Middlesex TW14 0NH.

**Timberland**

## DRAKE EXECUTIVE

### SAUDI ARABIA AIRPORTS ORGANISATION SENIOR MANAGEMENT OPERATIONS, SAFETY, MAINTENANCE TAX-FREE SALARIES & BENEFITS

Excellent Senior Management career opportunities are offered by Key Airports Organisation in the Kingdom of Saudi Arabia currently developing major facilities in the area.

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**Manager Maintenance & Utilities:** In this role you will be responsible for managing all day to day activities of airport maintenance and utilities departments, together with the monitoring of main contractor's performance.

**Airfield Safety Specialist:** In this role you will be responsible for implementation of standard safety rules and regulations of the airports, together with monitoring operations of airlines and handling agents. You will need to be degree qualified in aviation, engineering, administration, or safety management, together with substantial experience and knowledge of airport systems to be considered for these exciting opportunities. Excellent communication skills, high patience and flexibility are essential characteristics for all positions. Fluency in speaking, reading and writing of English and Arabic is desirable.

Reply in the first instance by sending your CV in complete confidence to GORDON HAYES, Drake International, Chesham House, 136 Regent Street, London W1R 5FA or FAX to 071-434 1255. Applications close Monday 10th August 1992.

## ACCOUNTING SYSTEMS

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Dramatic growth, following another record year, has resulted in a requirement for an Accounting Systems Projects Manager to take on the exciting new challenges now being presented.

This newly created and high profile role will involve leading a team of consultants as well as managing the larger and more complex projects.

### PROJECTS MANAGER

Candidates will be qualified or part qualified accountants with a career bias towards information technology, ideally gained in a consultancy role with one of the 'big six' accountancy practices. In depth experience of at least one of the leading accounting packages such as SunAccount, Tetra, Multisoft or Platinum is essential. Candidates must have main management experience and sufficient credibility to deal with clients at director level. As a systems integrator, they must be able to provide sound strategic consultancy and be fully able to implement their recommendations using modern project and management methods. The strategic importance of this role is reflected in the financial package being offered.

If you feel you have the knowledge and experience to meet the challenge presented by this outstanding opportunity, then please write enclosing a detailed CV to Caroline Bradfield, Independent Computer Solutions Limited (ICSL), 36-38 Canaby Street, London W1V 1PD. Tel: 071 494 0010.

**Independent  
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## Amstrad

Sales Manager OTE £35k

We are looking for an experienced Trade Sales Manager to sell Computers and Telecomms Products to major retail customers in consumer markets.

The successful applicant will be an energetic, enthusiastic self-starter, probably aged between 25 and 35. Experience in the selling environment will be more important than mere technical expertise.

The remuneration package consists of a salary commensurate with experience and qualifications, commission, fully expensed Company car, life assurance and private health care.

Please apply in writing sending full CV to:

Amanda Corless, Personnel Officer,  
Amstrad plc, Brentwood House,  
169 Kings Road, Brentwood,  
Essex CM14 4EF.

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We are now expanding the Pre-Sales team who support Financial Application product sales in specific vertical and geographic markets.

Working with the sales team, you will provide both high level and detailed application and technical support to customers at Board level and to their senior accounting and technical staff. You will respond to bid proposals, run high level customer seminars, build working prototypes and provide implementation planning support. In addition, you will be involved internally providing advice and guidance to targeted sales activities.

## You will have:

- an accountancy qualification and minimum 5 years' financial management experience
- at least 18 months' working with sophisticated Financial Application software
- ideally experience in pre or post-sales consultancy
- knowledge of current trends in the financial package market
- drive, initiative and outstanding presentation skills.

This is an opportunity to develop your career in a dynamic, leading edge international organisation. To apply, please send or fax your CV to our advising consultants, Goodman Graham & Associates, 8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR, quoting reference 3902. Fax No. 0923-854791.

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- Is a partnership between a major world Telephone Company, Bell Canada — and a major world Cable T.V. operator, Jones Interchange.
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- Is committed to providing "The Best" telephone and multi channel T.V. services.

#### SALES MANAGER (SM1)

£30K Package + Benefits + Car

##### The Role

- You will be the person who manages the expansion of the Direct Sales Group to our Residential Market.
- You will be responsible for ensuring all the sales targets are met and exceeded.
- You will manage the sales group through a sales management team.

##### Qualifications

- Of graduate calibre, you should have at least 2-3 years sales management experience in a large Direct Sales organisation.
- A proven track record of successful sales and sales management roles, with a history of classic sales management training.
- Ability to energetically motivate and manage sales people while being able to implement company sales strategy.

Please apply in writing with full C.V. quoting relevant ref. number to Allison Cowpland, Human Resources Manager, East London Telecommunications Limited, ELT House, 2 Millharbour, London, E14 9TE.

#### MARKETING OPERATIONS MANAGER (OM1)

Residential Market

£25K + Benefits + Car

##### The Role

- You will be the person responsible for implementing the Marketing Plan for the Residential Market.
- You will control market research, competitive analysis, product development and promotional activity.

##### Qualifications

- A graduate with a recognised marketing qualification, you should have at least 3-4 years marketing experience in a large commercial organisation.
- A proven track record of successful product management, market research and promotional planning.
- Ideally aged between 25 and 32 years.

#### MARKETING OPERATIONS MANAGER (OM2)

Commercial Market

£25K + Benefits + Car

- This position requires all the skills and qualifications of the Residential Operations Manager. In addition you must have specific knowledge of the Telecoms Market and a Business to Business Marketing background.

## MARKETING MANAGER/ BUSINESS DEVELOPMENT

Swindon

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The Centre's emphasis is on open management in a friendly, informal and stimulating culture.

We now seek a proactive Sales and Marketing professional to develop marketing plans and strategies which, together with the sales of R&D resources, will enable us to achieve our goals. Reporting to the Director of the Business Centre you will be a vital member of the management board, directly shaping future success.

You should have at least 5 years' sales and marketing experience in a hi-tech engineering environment together with demonstrable achievements in strategic planning. With a track record in business development you will have strong interpersonal skills and credibility with technical management.



Royal Mail is an equal opportunities employer

To apply, please send a detailed CV, including work and home telephone numbers, to our recruitment consultants L J Associates, 12 Colindale Avenue, Porchester Road, London W2 6EU, quoting ref no 07/370.

## OPTICAL DISK MANUFACTURE

### MANAGING DIRECTOR DESIGNATE

Plasma Data Systems (UK) Ltd, based in the Cambridge area, is the optical disk manufacturing subsidiary of the Plasma Limited Group. Though UK, owned the Group is totally international, with about 85% of its business in the USA, Japan and Continental Europe. The Group's marketing companies, based in the UK and USA, sell optical disk storage systems as well as optical disk media.

We are looking for someone with a proven track record in high-technology manufacturing to lead our optical disk media manufacturing company. This currently employs forty people, but is set to grow substantially with the introduction of new products.

The successful candidate is likely to be:

- A high calibre graduate in an appropriate scientific or engineering discipline.
- An experienced manufacturing manager with probably at least ten years experience in a related high technology production environment.
- Knowledge on automation techniques and highly computer literate.
- Experienced in developing reporting, planning and control systems.
- Able to lead and develop a small but varied manufacturing team through a period of high growth.
- Experienced in Quality Assurance systems to BS5750 or equivalent.

The position carries an attractive salary and performance related incentive package, together with the usual executive benefits.

Please apply in writing to:

Mr Yvonne A. Walker,  
Personnel Officer,  
Plasma Limited,  
Whitby Way,  
Mildenhall, Nr. Bury, Suffolk,  
Suffolk, IP8 6EN.

Telephone: 0763 261446.

PLASMA  
DATA SYSTEMS

## Manager - Commercial & Corporate Services

LOLA is a unique centre of expertise providing advanced IT solutions across a wide spectrum of local government applications. Having invested considerably in the latest technology and the best talent, our impressive 21-year history is now reaching an exciting stage, as we begin a significant, structured expansion of our services and markets.

Due to the forthcoming retirement of our longstanding Manager of Commercial and Corporate Services, we now seek someone to join the 4-strong executive group, to take responsibility for PR and Marketing requirements, and the Client Management of major accounts — with the potential to be profit accountable for part of LOLA's business. In addition, the successful candidate will lead the corporate management team providing: Finance, Training, Personnel, Administration, Purchasing and Building Services.

Applicants will have extensive management and commercial experience — ideally backed by an accountancy qualification — coupled with the natural business acumen and initiative necessary to make an immediate positive contribution at senior level. Reflecting the importance of the role is an attractive remuneration package that includes CAR LEASING OR ASSISTED PURCHASE, CONTRIBUTORY PENSION SCHEME, FREE CAR PARKING, AND RELOCATION EXPENSES WHERE APPROPRIATE.

Closing date for applications: FRIDAY 7TH AUGUST 1992.

Service with Understanding

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NORTH LONDON

For an application form and job pack, please contact Yvonne Meehan,

LOLA, Tower Point North, Enfield, Middlesex EN2 6UE. Telephone 081-366 6611

Extension 276.

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LOLA

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c. £31,500

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The Corporation of London is the local authority for the City of London, the financial and commercial heart of Britain. It is committed to maintaining and enhancing the status of the business City as one of the world's three leading financial centres.

The Corporation is committed to expanding its public relations activities and has therefore created a senior management post in its Public Relations Department.

Reporting to the Director of Public Relations, the Media Relations Manager will play a leading role in promoting the Corporation's wide range of services and initiatives to its residents, businesses and daily working population of over 300,000.

He or she will be required to enhance the Corporation's profile in press and broadcast media; contribute to strategy formulation and programme planning; advise the Corporation's members and committees on media-related issues; oversee the work of the Press Office; exercise budgetary and administrative responsibility as required, and play a key part in the overall management of the department.

The successful candidate should have several years' media experience and strong interpersonal skills. Good writing skills are also essential as is the ability to work under pressure.

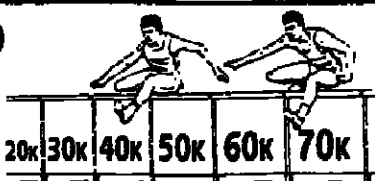
There is a contributory superannuation scheme, a generous relocation package (in approved cases) and an assisted car purchase scheme. The post is subject to a fixed three year contract. Application forms and further particulars can be obtained from the Town Clerk's Office (telephone 071-260 1433) and should be returned by Thursday, 6th August 1992.

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## GENERAL APPOINTMENTS

FAX 071-782 7828



# ROYAL ULSTER CONSTABULARY APPOINTMENT OF ASSISTANT CHIEF CONSTABLE

The Police Authority for Northern Ireland invites applications from suitably qualified police officers for the post of

## ASSISTANT CHIEF CONSTABLE

in the Royal Ulster Constabulary.

Applicants must have at least five years' total service in the Superintendent ranks at 30 July 1992. Attendance on the Senior Command Course or the Chief Officers' Course is desirable but not essential.

The salary is £43,701 per annum rising to £44,796, on completion of 3 years service in post, (subject to an increase to take effect from the 1st September 1992), plus an RUC Allowance of £1,725 per annum. The usual allowances are also payable including a housing allowance and a motor vehicle allowance.

The RUC is the second largest police force in the United Kingdom and provides unique policing challenges. It has a complement of 8,489 and is supported by an RUC Reserve with a complement of 4,967, including 3,075 who are full-time officers.

The appointment will be subject to satisfactory medical examination and to the approval of the Secretary of State. It is conditioned by the Police Acts and Regulations currently in force, and to such other conditions of service as may from time to time be adopted by the Authority.

The Selection Board is likely to be held in October 1992 and it may be decided to interview only those applicants who are considered to be best qualified. The Selection Board may draw up a reserve list of successful applicants which would apply for a six month period from the date of the Board.

The closing date for the receipt of applications is 13 August 1992.

For informal discussion on the appointment please contact the Chief Superintendent, Personnel on Belfast 650222, Ext 21929.

Application forms, which may be requested by telephone, are obtainable from:-

The Secretary and Chief Executive  
Police Authority for Northern Ireland  
6th Floor, River House,  
48 High Street, Belfast, BT1 2DR.  
Tel No: Belfast (0232) 230111 Exts. 20213/4/5

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The Information Technology Division of Safeway Stores plc adopts an aggressive approach to the true needs of business by exploiting technology to the full, with the primary objective of increasing profit and market share. The I.T. Division supports all aspects of the business, including the key operational functions, and its structure is designed to manage and monitor those processes which are fully integrated and cross-functional.

The retail sector is fast and instant, demanding highly innovative and creative I.T. solutions; the impact of the work of Safeway's I.T. Division has been dramatic, as the focus behind each project has been to isolate the essential business benefit and deliver it first. Achievements cover in-store systems, stock modelling, fresh products ordering systems, labour management scheduling, electronic data interchange with suppliers and robotic warehouse systems.

Further strength is being added to the I.T. Division at Project Manager level and we are looking for high calibre I.T. professionals who have managed a team and have at least 5 years' sound business experience within a large company environment. We want to appoint people who take a realistic, rather than an academic, view on future development and change, who have the ability to turn concepts into practical designs and deliver commercially-based I.T. solutions within short timescales.

These senior appointments reflect the growth of the I.T. contribution to the business and offer an outstanding challenge with Safeway.

Brief, but comprehensive, CV to Gerry Cassell, New Appointments Group, Personnel & Recruitment Consultants, Chesham Executive Centre, Chesham House, 150 Regent Street, London W1R 5FA. Telephone: 071-734 5354.

# SAFEWAY

# MARKETING EXECUTIVE

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Calvin Russell, Personnel Manager,  
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Tallpot House, 5th Avenue Business  
Park, Team Valley, Gateshead, Tyne  
and Wear NE11 0XA or telephone him  
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Or you can call regional offices direct: London 071-828 8020, Bristol 0272 308845, Birmingham 021 820 5736. Careerline, 19 Churton Street, London SW1V 2LV. Calls charged at 35p per minute (plus 40p per minute at all other times).

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Apply in writing with C.V. to Mr K.J. Hayes  
Sales Director

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Figure 1. Schematic representation of the experimental design. The subjects were divided into two groups: the control group (CG) and the experimental group (EG). The CG was subjected to a control condition (CC) and the EG to an experimental condition (EC). The CG was subjected to a control condition (CC) and the EG to an experimental condition (EC). The CG was subjected to a control condition (CC) and the EG to an experimental condition (EC).

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**Ms Pauline Guy, Withers & Rogers**  
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**If you are interested please send a full comprehensive Curriculum Vitae to Nigel MS Baldwin, Paterson Recruitment, 121 Oak Street, Abingdon, Oxon OX14 5DL. Telephone (0235) 535858.**

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Applications with full CV to: Marketing Manager, The Gould Group,  
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It's not what you do, it's the way that you do it. **Hugh Thompson** asks to what extent body language influences employers

## Actions speak louder at interviews

Everything goes well in the interview. You get across all your salient points. Your cv is honest, clear and totally relevant, and includes the finest academic and professional qualifications. You come with the best references. Your brother knows somebody on the board. You even had a headhunter pushing you hard. However, you were absolutely nowhere near getting the job.

It was all because you completely misread the body language and the non-verbal communication process in the interview.

Results from clinical trials by Dr Joseph Braysich in the United States, published in his book, *Body Language*, suggest that we pick up 55 per cent of our information about people we meet through body language, 35 per cent through voice tone, and only 10 per cent through words.

Those of us who get the words right and the body language wrong stand no chance. Dr Braysich says: "Within ten seconds of a meeting, the power dynamics of your relationship will be decided. One ounce of image is worth a pound of ability."

Michele Deverall is a corporate psychotherapist who advises senior managers about getting the best out of themselves and their management teams. She says: "I had a finance director of a public limited company who went for a similar job with a larger company, with the possibility of becoming the chief executive's heir apparent. He had done well at earlier interviews but got nowhere with the all-important chairman. He felt that every time there was a connection suddenly there would be a switch-off."

"I went through the chairman's body language with him. It turned out that during the interview the chairman would suddenly lean right back or he would place his hands in a pyramid position in front of his face. Both are classic signs of somebody who wants space and time.

learning forward when the chairman leans back, putting him under pressure. If you want a relationship you must show rapport. If they lean back, you lean back."

One of the classic body language signals is the handshake. Some recruitment consultants suggest you practise handshaking before an interview to achieve the right kind of neutrality.

Eye contact shows the subtlety of the subject. Establishing eye contact is healthy and honest. Three seconds are considered necessary to establish a healthy relationship. However, four or five seconds' eye contact is considered threatening, intrusive and even a little spooky. You are staring.

John Courtis, a headhunter and the author of management books, says: "I do not believe body

signs of a clockwork interviewee."

Reading body language has been described as the art of seeing what others are thinking. When an individual is showing interest the head is up, the voice is up and the palms are up. The reverse is true if there is a lack of interest.

When an interviewer crosses his legs or puts his hands in front of his face in the classic defensive positions, give more information and hope that clarification leads to an opening-up. A tugging of the ear or a scratching of the nose is a sign of distrust. Somebody who wants to interrupt may raise his fingers to his mouth. If in going for the job, your hand goes to the corner of your eye, you are saying: "I cannot see it, but because you are the boss, I shall go along with it..."

You know you are really doing badly in an interview when your would-be boss leans back, hand behind the head and legs crossed. He is showing complete superiority and general lack of interest. In other words he does not care about you.

Ms Deverall says, however: "A lot of this body talk is a power message put out by personnel managers who have little power. It is important to remember that different personalities say different things for different reasons."

"It is also important to assess the interviewer and how you should respond, from the state of his or her office."

"The very messy office indicates enthusiasm. The office where everything is in place suggests this person is worried about control — too much emotion, and he will panic against you. Then there is the office with nothing in it, almost as if nobody works there. This person is totally devoted to getting the job done. Show him how you can help."

"Finally, the office full of icons to the manager's success suggests this person needs flattery. Everything in the office is there to be talked about."

● Interviews: Skills and Strategies, by John Courtis (BPM, £7.99); Michele Deverall Associates, 071-589 4038

**'It is also important to assess the interviewer and how you should respond, from the state of his or her office'**

language decides everything in the first few seconds of an interview, but regrettably within two minutes a lot of damage can be done. Mastering body language may not win you jobs but it can prevent you losing them. It all shows what a ridiculously inefficient exercise interviews are.

"I have plenty of first-rate managers who, because they are not in control at the interview, give off tense and defensive signs and fail. I recommend that before an interview everybody smacks a rolled-up newspaper into an inanimate object a few times, just to get the stress levels down."

"Always remember to smile. Of course, there is a real problem today because so many people are coached in body language techniques and the experienced interviewer is looking for the tell-tale



When is an independent financial adviser not independent? The cynical answer might be: "When you have severance pay to invest." The sizeable lump sum that the more fortunate employees receive on redundancy used to make them attractive bait for sharks circling the muddier waters of the finance sector.

Since the Financial Services Act became law, financial advisers must be "authorised", but even with this safeguard there is a bewildering number of choices, albeit legitimate ones, for anybody seeking financial advice.

Long-serving managers in ICI's redundancy programme are receiving severance packages of up to £100,000. Jeffrey Prest, a former quality manager in the company, who is now a redeployment consultant, designed outplacement courses for ICI employees that include a seminar on personal financial planning.

"ICI recommends certain financial advisers," Mr Prest says, "although the

## Find the right adviser for your payoff

Beware the sharks when you are making up your mind how to invest. A checklist is offered to help the wary recipient of severance money to decide who gives the best advice and the best deal

company does not take any responsibility for them.

"I found that people were not happy about independent advisers because, however independent they try to be, they are always selling their own systems."

A financial adviser is either "independent" — authorised by a self-regulating organisation such as Fimbra (Financial Intermediaries Managers and Brokers Regulatory Association) or Imro (Investment Managers Regulatory Organisation) — or "tied" — the appointed representative of an insurance, banking or financial services group approved by Lauro (Life Assurance and Unit Trust

Regulatory Organisation), selling the products marketed by his employer.

The financial sector operates on a commission basis, says Bob Bertram, a redundancy counsellor, who runs personal financial planning programmes for ICI staff.

"You can ensure that you get value for the commission that will be earned on your business by the quality of service you receive," Mr Bertram says. "For example, if the adviser recommends investments such as gilts or National

Savings, which earn little or no commission, presumably he is putting your interests first."

Since Big Bang, the City's financial deregulation in 1987, the old demarcations are breaking down to offer the investor a wider range of services. Building societies can give advice on mortgages and savings schemes, but remember that they are in the business of selling their own products.

Your bank's investment department will also be keen to give you advice, but

because it is not independent it will recommend the bank's products. As with all professional advisers, you should establish what the fees are before engaging these people.

Mr Prest found the ICI seminar helpful when planning his own finances, giving him enough information to manage his severance money himself. However, for people who would rather have professional advice, Mr Bertram suggests shopping around, with a checklist, and getting recommendations from at least two sources. "Most importantly," he says, "choose an adviser whom you, and your partner, trust, respect and

like. It is worth taking trouble. You have a lot at stake."

Checkpoints for selecting a financial adviser:

- Is the adviser "authorised", that is, a member of Fimbra or Imro?
- Has the adviser presented clear and understandable proposals?
- Is the plan flexible so that you can move your money without excessive costs?
- How often will the adviser report on performance?
- Does the adviser provide documentation for tax returns?
- How much will the service cost you over and above commission?
- Will you be credited with interest if your money is not deposited awaiting investment?

WIDGET FINN

● Details: Robert Bertram and Associates, 80 Wood Barns, Bois Lane, Chesham Bois, Aylesham, Buckinghamshire HP6 6DF (0494 722551)

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## 20 TELEVISION AND RADIO

LIFE &amp; TIMES THURSDAY JULY 30 1992

## BBC1

- 6.00 Ceeba (76382)
- 6.30 Breakfast News starts with *Business Breakfast* until 6.55 when it begins news and topical reports with regular business, sport, weather, regional news and travel bulletins (47719924)
- 8.55 Olympic Grandstand introduced by Steve Rider in Barcelona. Rowing: includes the semi-finals of the coxed pairs and the women's coxless pairs. Swimming: includes heats of the men's 1,500m freestyle, 200m butterfly, the 50m freestyle and the 200m individual medley, the women's 200m medley and 400m medley. Hockey: Great Britain, the holders, take on India who have won the gold eight times. Plus boxing, tennis and badminton. Includes News and weather at 10.00, 11.00 and 12.00 (17802547) 12.55 Regional News and weather (70516295)
- 1.00 One O'Clock News. (Ceeba) Weather (22498) 1.30 Neighbours. (Ceeba) (19622498)
- 1.50 Olympic Grandstand and Racing from Goodwood. From Barcelona. Equestrian - the final phase of the three day event, show jumping; and Swimming: the finals of the men's 200m butterfly and the women's 200m individual medley. Plus two shooting finals, tennis doubles, boxing and badminton. From "Glorious Goodwood" Julian Wilson introduces live coverage of the Lanson Champagne Vintage Stakes (2.30), the Goodwood Cup (3.10), the Schweppes Golden Mile (3.45), and the King George Stakes (4.15) (3347885)
- 5.35 Neighbours. (Ceeba) (8927404), Northern Ireland: Inside Ulster
- 6.00 Six O'Clock News with Andrew Harvey and Jill Dando. (Ceeba) Weather (943)
- 6.30 Regional News Magazines (295). Northern Ireland: Neighbours 7.00 Top of the Pops introduced by Mark Franklin (s) (2301)
- 7.30 Eastenders. (Ceeba) (s) (47719924)
- 8.00 Olympics Today presented by Desmond Lynam. Highlights of the sixth day's events including swimming, three-day eventing, hockey. Plus a preview of the athletics which begin tomorrow (7943)
- 9.00 Nine O'Clock News with John Humphrys. (Ceeba) Regional news and weather (5856)



Emergency rescue: a farmer is airlifted to hospital (9.30pm)

- 9.30 999. Michael Barker introduces more re-enactments of heroic feats performed by the unsung heroes of Britain's emergency services including a trainee pilot being talked down after his instructor dies at the controls; and a farmer who fights his way back to health after an accident leaves him with a broken back. (Ceeba) (s) (126479)
- 10.20 Olympic Grandstand. Featuring gymnastics, judo and weightlifting (295479)
- 12.00 Film: *Al Capone* (1959, b/w) starring Rod Taylor. Entertaining gangster biopic with Taylor at his ranting and raving best as the scarred killer. Directed by Richard Wilson (968770)
- 1.45am Weather (2093832) 1.50 Close
- 2.15 BBC Select. Management training programme (40764). Ends at 2.45

The numbers now appearing next to each TV programme listing are Video Programme numbers, which allow you to programme your video recorder to record a particular programme. VideoPlus numbers can be found on the VideoPlus card for the programme you wish to record. For more details call 0800 0399 12100 (calls charged at 45p per minute plus 36p off-peak) or write to VideoPlus, VTM Ltd, 77 Fulham Palace Road, London W6 8LA. VideoPlus (TM), VideoPlus and VideoPlus are trademarks of Genstar Marketing Ltd.

## BBC2

- 6.45 Open University: DNA - The Space of Life (7974059). Ends at 7.10. 8.00 News. (DNA) 8.15 England. Press photographs of sportswomen between 1929 and 1934 (s) (39164779) 8.20 Army Lives. The second in a series of six programmes looking at family life in the British army (s). (Ceeba) (5034956)
- 9.00 Bravestarr (s) (1892518) 9.25 Harbort (s) (1899505) 9.55 Playdays (s) (2079270) 10.15 Lassie (s) (8475672) 10.35 "I'm T. Young people's showbiz magazine (s) (7553011)
- 10.50 Cricket. Highlights from one of yesterday's NatWest Bank Trophy quarter-finals (s) (2705011) 11.30 Gold Fever. The story of the 1980 gold rush in Western Australia (s) (3831382)
- 12.20 Holiday Outings. An eight-day activity holiday at the Abergwydrone Centre in north Wales (s) (5768924) 12.30 After Hours. Entertainment magazine (9650412) 12.45 Bertha (s) (9852382)
- 1.00 Olympic Grandstand introduced by Steve Rider. Gymnastics and the latest news in the rowing, swimming and men's hockey competitions (1395672)
- 1.50 Michael Barry's Choice Cuts. Bread-making recipes from ten years of the Food and Drink programme (1599755)
- 2.00 News and weather (4042940) followed by The Kon-Tiki Man (s). (Ceeba) (66491108) 2.30 Stocks and Stones. Diana Kemp examines the problem of the (s) (1054)
- 3.00 News and weather (4534837) followed by Carved in Silence. A documentary about Chinese immigrants held on Angle Island in San Francisco Bay (7013547) 3.50 News and weather (1685566)
- 4.00 Cartoons (5098092) 4.10 Babar (228127) 4.35 The Night of the Red Hunter. Episode two of a four-part children's drama. (Ceeba) (5381011)
- 5.00 Newsround (s) (18160) 5.10 Record Breakers presented by Roy Castle and Cheryl Baker (s). (Ceeba) (s) (1861721)
- 5.35 Olympic Grandstand. Equestrian and swimming plus boxing, basketball, tennis and badminton (12420818)
- 8.00 Building Sights. The first of two programmes in tribute to the late architect Sir James Stirling (s) (781301)
- 8.10 The True Adventures of Captain James Cook. Columbus. The third of a four-part series tracing the voyages of the 15th-century explorer. (Ceeba) (s) (882479)
- 8.30 Wildlife Showcase: Lord of the Eagles
- CHOICE: The last in this enjoyable series is a romantic, leisurely portrait of a charismatic herdsman known as "the Father of the Birds". All turbulent lives on the moorland frontier between China and the old Russian empire where he continues the tradition of his ancestors by using eagles to help him hunt. "It's like a partnership," he says of his relationship with his favourite eagle, Tengere, "he hunts, I sell the skin, he gets the food." But their bond looks more like love. (Ceeba) (5498)
- 9.00 The Travel Show. Includes advice on how to drive a bargain in the souks of Morocco (s) (520905)
- 9.35 Talking Heads. Patricia Routledge stars in Alan Bennett's award-winning series of solo plays. Tonight she plays Miss Ruddock, an inveterate writer of letters (s). (Ceeba) (655566)



Travel Journal: Patsy Byrne as Frances Trollope (10.10pm)

- 10.10 Early Travellers in North America: Bed and Board. What it was really like for Victorian travellers staying in America, based on eyewitness accounts (s). (Ceeba) (s) (1054)
- 10.30 Newsnight with Jeremy Paxman (322011)
- 11.15 With Love From Germany
- CHOICE: This strange vignette of young boys growing up in war-torn Germany was written and directed by a young German director, Nikolai Kar. Shot in black and white and subtitled in English, the film has an atmospheric power about it, accurately conveying the boys' mixture of excitement and terror and their growing awareness of the possibilities inherent in a species they have up to now overlooked - women (635672)
- 11.40 The Last Trick. Surrealist animation by Jan Svankmajer (942769)
- 11.55 Weather (104672)
- 12.00 Weekend Outlook. A preview of the Open University's weekend programmes (3707986) 12.05am Open University: Developing World - Breaking Out (1864238). Ends at 12.35

## ITV

- 6.00 TV-am (3196011)
- 9.25 Jumble. Word association game show hosted by Jeff Stevenson. This morning's guests are Bobby D'Amico and Vicki Michelle (s) (1822059) 9.55 Thames News (6941092)
- 10.00 Out of This World. American comedy series (s) (s) (6968769) 10.25 Newswear. Cartoon adventures (6961856) 10.55 ITN News (302160)
- 11.00 OX Tales. Animation (2329837) 11.25 Just for the Record (s) (9548479) 11.50 Thames News (5056382) 11.55 Cartoon Time (3315936) 12.10 The Riddlers. Puppet series (319450)
- 12.30 ITN Lunchtime News with Sonia Rusler and Nicholas Owen. (Orade) Weather (3339856) 1.05 Thames News (23786276)
- 1.15 Home and Away. Australian family drama series. (Orade) (794617) 1.45 A Country Practice. Medical drama (144158)
- 2.15 The Health and Beauty Show. A Chinese cure for hay fever; and how housework can tone-up the thigh muscles (709569) 2.45 Take the High Road (4313030)
- 3.10 ITN News headlines (4545943) 3.15 Thames News headlines (454214) 3.20 The Young Doctors (7921450)
- 3.50 Cartoon Time (6693301) 3.55 Huxley Pig. Animation (s) (1671633) 4.05 T-Bag and the Pearls of Wisdom (s) (6678092) 4.30 Back to Back. Club (s) (1810) 4.00 Cartoon Time (145214)
- 5.10 Who's the Boss? American comedy series (1560130)
- 5.40 Early Evening News with John Suchet. (Orade) Weather (663473) 5.55 Thames Help (s) (737940)
- 6.00 Home and Away (s). (Orade) (951)
- 6.30 Thames News. (Orade) (363)
- 7.00 Emmerdale. Soap set in the Yorkshire Dales. (Orade) (4769)
- 7.30 Jimmy's. More real-life dramas concerning the patients and staff of St James's University Hospital, Leeds (547)
- 8.00 The Bill: Private Enterprise. PC Garfield stops a minibike driver for a minor traffic offence and finds something nasty in the boot. (Orade) (2419)



Men about the house: Punt, Dennis and Hancock (8.30pm)

- 8.30 Me, You and Him
- CHOICE: Written by and starring Steve Punt, Hugh Dennis and Nick Hancock from The Mary Whitehouse Experience, this amiable comedy offers pretty nothing new, certainly nothing much to anger Mary Whitehouse. Unfortunately the theme of three males in a house together tends to recall The Young Ones, which dealt with the subject in a much funnier, more wayward way. There are however some nice jokes and the characters are likeable. John (Hancock) is the teacher with sufficient nous to take the odd lesson via mobile phone, Mark (Punt) is the jobless dreamer and Harry (Dennis) is the flash one just back from three years abroad. All three are capable of raising a laugh by defrosting a chicken in the tumble dryer or fishing out two bags out of his bin, but the show as a whole could do with an ounce or two of originality (2324)
- 9.00 Lucky/Chances. Episode two of the three-part mini-series based on two pot boilers by Jackie Collins, starring Nicolette Sheridan. (Orade) (s) (continues after the news) (9547)
- 10.00 News at Ten with Trevor McDonald and Roma Armstrong. (Orade) Weather (20479) 10.30 Thames News (509769)
- 10.40 Why? (s) (1054) 10.45 The Young Doctors (7921450)
- 11.00 01. Includes a review of the film *Red Heat*, starring Tom Cruise, and an interview with the director Ron Howard (524837)
- 12.05am Duels of the Mind. Raymond Keene, grandmaster and chess correspondent of The Times, analyses the game played in 1914 between José Capablanca and Ossip Bernstein (1671764)
- 12.35 Alfred Hitchcock Presents: Prism, starring Lindsay Wagner (s) (9525832)
- 1.05 Film: The Bit Player (1973) starring Marcello Mastroianni. Fetching comedy about a middle-aged actor who feels his life is a failure. Directed by Yves Allégret (253702)
- 3.00 Hardball. American police drama series (s) (s) (15431)
- 4.00 New Sessions. Wacky Alice in concert (53870)
- 4.30 America's Top Ten (s) (s) (61238)
- 5.00 Videofashion (s) (24219)
- 5.30 ITN Morning News with Brenda Rowe (14986). Ends at 6.00

## CHANNEL 4

- 6.00 Channel 4 Daily (3194653)
- 9.25 Little Boats. Animation (s) (1899721)
- 9.50 Get Smart. Spoof spy series starring Don Adams (2232739)
- 10.20 Star Test. Pop impresario Malcolm McLaren is grilled by the inquisitive computer (s) (6960127)
- 10.50 Remote Control. Comedy quiz show hosted by Anthony Wilson (s) (7718634)
- 11.20 Things to Come. Series about what the future holds (s) (2321295)
- 11.50 Speaking from America. The technology required to make transatlantic telephone calls during the late 1930s (8460045)
- 12.00 The Munchers (b/w). More classic ghoulish humour (s) (10092)
- 12.30 Don't Quote Me. Quiz game based on the sayings of the famous and the infamous (s) (46905)
- 1.00 Sesame Street. Pre-school learning series. The guests are the backing film critics Siskel and Ebert (24160)
- 2.00 Secrets of the Moor. The second of a delightful seven-part series in which Chris Chapman explores Emor from Combe Martin to the Heddon Valley (1295)
- 2.30 Film: Valley of the Kings (1954) starring Robert Taylor and Eleanor Parker. Meandering romantic adventure set among Egyptian pharaohs' tombs at the turn of the century. Directed by Robert Florey (64059)
- 4.00 The Land of Robert Burns. A documentary about the Scots poet and the people who live in "Burns country" (276)
- 4.30 Countdown. Another round of the words and numbers game (s) (160)



Screen idol: Oprah Winfrey talks to Tom Cruise (5.00pm)

- 5.00 The Oprah Winfrey Show
- CHOICE: Young Tom Cruise gets greeted by a Chippendale by the hysterical female audience in today's Oprah Winfrey. The occasion for the meeting is the glossy Far and Away picture he has just made with his wife, Nicole Kidman, and today history is made as the pair appear in their first television interview together. Winfrey however makes it pretty clear that Kidman is responsible for dashing the hopes of a great many women. Consequently she is only allowed on at the end and then asked a lot of nasty questions about how she feels about the fans pining after her husband. The show has a fewer plish excitement about it, but there are also entertaining insights about the making of Far and Away, particularly the infamous "bowel" scene (s) (8410045)
- 5.50 Laurel and Hardy. Cartoon (369363)
- 6.00 My Two Dads. American comedy series (s). (Teletext) (s) (653)
- 6.30 A Different World. High school comedy (905)
- 7.00 Channel 4 News with Dermot Murnaghan and Zeinab Badawi. (Teletext) (414633)
- 7.50 Comment (623653)
- 8.00 Free For All Updates. Includes footage of dubious actions carried out by the Animal Liberation Front and there is a report on the plight of Britain's 10,000 pit bull terriers since the Dangerous Dog Act (1059)
- 8.30 Film: In Love with an Older Woman (1982) starring John Ritter and Karen Carlson. A made-for-television romantic comedy about a lawyer who falls for an older divorcee when she comes to work for him. Directed by Ismael Rodriguez (2081200)
- 10.20 Men Talk. The second of a six-part discussion series about what it means to be a man in today's society (s) (298837)
- 10.50 Riders of the Dawn. Episode three of a five-part drama series set at the time of the Spanish civil war. In Spanish with English subtitles (278127)
- 11.55 Tears for George. Episode one of a three-part drama, originally seen in the Eurocops series, starring John Penfield as a detective constable obsessed with solving the murder of his wife. Subsequent to the effect this obsession is having on his wife (190634)
- 12.55am Film: Sunflower (1969) starring Sophie Loren and Marcello Mastroianni. Italian drama about a woman who goes in search of her husband, reported missing on the Russian front during the second world war. Directed by Vittorio De Sica. In Italian with English subtitles (628967). Ends at 2.45

## SATellite

## SKY ONE

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## SKY NEWS

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## SKY MOVIES+

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## SKY SPORTS

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## SCREENSPORT

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## THE COMEDY CHANNEL

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## RADIO 2

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## RADIO 5

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Further job cuts bring total to 35,000

## BT surprises with fall in first quarter

By MARTIN WALLER

FURTHER compelling evidence of the severity of the recession has come from BT with an unprecedented fall in the use of the telephone in Britain. The telecommunications group also announced more job cuts, bringing the total for the year to 35,000.

Previous recessions are not believed to have altered the inexorable growth in telephone use. But BT, releasing first-quarter figures showing pre-tax profits tumbling from £825 million to £596 million in the three months to end June, says inland telephone call revenues dropped 3.7 per cent year-on-year to £1.3 billion. Volumes fell an estimated 3 per cent.

"The industry growth rates are very substantially lower than they were two to three

years ago," said Barry Romeril, finance director. "It shows we're not immune to the recession." He added that the figures backed up this week's CBI survey that showed a fall in business confidence this summer after a post-election surge. "We are in an uncertain, poor economy at the moment. At BT we have very little or no control over it. There are no signs as yet on the horizon to support the 'green shoot' theory."

The BT figures, hit by one-offs, including disposals and the accelerating pace of job cuts, beat City expectations. In a strong market, the shares rose 13p to 346p.

First-quarter turnover fell 2.1 per cent to £3.27 billion, reflecting, said Iain Vallance, the chairman, "the continued pressures of the economy, reg-

ulation and competition". BT took a £135 million exceptional charge from the sale last month of its stake in Mtel Corporation, the Canadian telecoms group, and two smaller ventures. An additional £56 million in redundancy costs was charged to profits.

BT's "Release 92" programme, offering redundancy on attractive terms, was more successful than expected, prompting an extra 9,000 departures. Almost one in six of the 210,000-strong workforce asked for severance terms. BT had forecast job losses of 20,000 this year under the programme, but the departure of 29,000 employees was agreed and several thousand others who asked to go were refused, said Mr Romeril.

Another 5,200 have left because of disposals, and with normal natural wastage the total number of jobs cut this year will exceed 35,000. This will throw up total redundancy costs of £600 million this year, reducing profits by an extra £450 million over and above the cuts provided for in earlier accounting periods.

Mr Romeril said that although a few of the planned redundancies in coming years had been brought forward by Release 92, further job losses could be expected. BT has in the past talked in terms of 15,000 annually over the next two to three years.

BT says price changes and encroaching competition from Cable and Wireless's Mercury offshoot had little effect on the unprecedented fall in volumes, which was almost entirely due to the recession.

Robert Millington, telecoms analyst at Barclays de Zoete Wedd, said the fall in business reflected the shape of the recession as much as its depth, with service businesses, such as banks and brokers, which are heavy phone users, particularly hit by the downturn. He expects BT to report pre-tax profits of £2.7 billion this year and £3.3 billion in 1993-4.

BT did not comment on the negotiations with Ofcom over the tough price controls the regulator is trying to impose. If agreement cannot be reached, the matter will have to be referred to the Monopolies and Mergers Commission.

"Nobody would welcome an MMC reference, by comparison with not having one," said Mr Romeril. But he would not say when BT would decide on its response to the proposals. Ofcom indicated it expected a decision by next month.



Vallance: "pressures"



Delivering change: Heseltine says there is growing interest worldwide in the potential for freeing postal markets

## Shares make strong recovery

By PHILIP PANGALOS

SHARES in London surged by almost 50 points on the FT-SE 100 index, boosting share values by £8.52 billion, as the market attempted to recover recent losses.

A 51-point overnight rise and a strong Wall Street opening, along with a clutch of favourable trading statements from leading companies, helped to fuel an early advance.

Shares had already been dragged higher by a healthy premium on futures. A technical recovery was exaggerated as some traders have been trying to keep relatively square books. Something of a bear squeeze developed as some were caught short of stock.

There was a further spurt in the afternoon, sentiment being boosted by another strong start on Wall Street. The New York market surged in active trading, extending Tuesday's rally. It was fuelled by strong bond prices and encouraging second-quarter earnings reports. The Dow Jones industrial average was sporting gains of more than 50 points.

The FT-SE 100 index closed near its high for the day, ending the session up 49.8 points at 2,423.2, the biggest one-day rise since the general election. The narrower FT index of 30 shares jumped 29.5 points to 1,815.1.

Volume reached a relatively healthy 566.1 million shares. There was talk in the market that the Wellcome Trust had played heavily following its recent share sale. The proceeds of almost £2.2 billion are to be reinvested. BTW, among others, was said to have bought leading equities on behalf of the trust. Futures also helped to drag the cash market higher in late trading.

Senior traders questioned whether the rise could be sustained. "I would not trust one day like this," one said. "A lot of companies are in the close season, and if you're in the dark, why take risks?"

Tokyo falls, page 18  
Stock market, page 20

## Heseltine sorts out options for privatising Post Office

By RODNEY HOBSON

THE privatisation of all or part of the Post Office is being considered by Michael Heseltine, the trade secretary.

He said yesterday that he was looking at the future of the mail service without any preconceptions. The review would include "private sector options".

The intention was to improve customer services, enable the Post Office to compete in a growing market and to attract more capital. The review was part of the government's Citizen's Charter. "The government has made clear its commitment to maintaining a nationwide letter service with delivery to every address in the United Kingdom within a uniform and affordable structure of prices and with a nationwide network of post offices. These requirements are not negotiable," he said.

Robin Cook, the shadow trade and industry secretary, said the review had more to do with privatisation than public service. "The danger is that the review will snuff out the profitable parts of the Post Office and skim them off for

the private sector. That may be good news for its competitors but bad news for the Post Office and its customers."

Mr Heseltine said the Post Office already faced change. It had lost its monopoly over express items and its direct mail services faced growing competition from other forms of advertising. Competition from telecommunications was growing with more use of fax machines.

"These trends are not confined to the UK," he said. "There is growing interest worldwide in the potential advantages of freeing up postal markets."

Now was the time for the government to consider the potential effects of the changes and to consider whether the current organisation and structure of the Post Office should remain as they were. "I have formed no views on the question of ownership. Options will include continued public sector ownership as well as private sector options where I will wish to explore the scope for greater employee involvement." He did not want to

stampede the review but he hoped to have a clear idea of the options by year end.

Sir Bryan Nicholson, Post Office chairman, said he welcomed the removal of the shackles that prevented the Post Office from moving into other markets. He wanted to retain the name Royal Mail. "It is a great brand name we could do more to exploit."

Mr Cook said he would welcome a review of the standard of service from the Post Office. "All our experience, from electricity to water, shows that turning a public utility into a private monopoly means higher prices and poorer service. There is no reason other than political dogma why this government is now weighing up the Post Office for the same treatment."

Alan Johnson, general secretary-elect of the Union of Communications Workers, said: "We would welcome any review of the Post Office if it is fair and includes consultation with all parties. What we would not welcome is a pre-conceived carve-up. Beware of the dogma."

### TODAY IN BUSINESS

#### CBI RECIPE

## CBI

Howard Davies, director general of the CBI, argues the government still has room for economic manoeuvre  
Page 21

#### JAPANESE LINE

The more the Japanese try to raise the stock market by economic manoeuvres, the further it falls  
Page 18

#### LOAN FIXER



Harold Poling, chairman, says Ford is making more money out of financing cars than selling them  
Page 19

#### MILK ROUND

Delivering milk to doorsteps in the south of Scotland is perturbing the Office of Fair Trading  
Page 19

#### ACCOUNTANCY



Robert Bruce looks at the battle between accountants and lawyers over who offers the best tax service  
Page 24

US dollar 1.9207 (-0.0068)  
German mark 2.8442 (-0.0004)  
Exchange index 92.3 (-0.1)  
Bank of England official close (4pm)

FT 30 share 1815.1 (+29.5)  
FT-SE 100 2423.2 (+49.8)  
New York Dow Jones 3368.92 (+34.85)\*  
Tokyo Nikkei Avge 15095.95 (-330.69)

London: Bank Base: 10%  
3-month interbank: 10 1/4-10 1/2  
3-month eligible bills: 9 1/2-9 3/4  
US: Prime Rate: 6%  
Federal Funds: 3 1/4%  
3-month Treasury Bills: 3.17-3.18%  
30-year bonds: 107 1/2-107 3/4

London: New York  
£: \$1.9199  
£: DM2.8498  
£: Sfr2.2310  
£: FF9.5067  
£: Yen245.42  
£: Yen127.93  
ECU: 1.717547  
ECU: 1.383836  
London Forex market close

London: AM 5:58.20 PM 5:58.20  
Close: 5:58.20  
£185.70-186.20  
New York: 5:57.25-5:57.75

Brent (Aug) 220.75/bbl (220.75)

RPI: 139.3 June 1987-100  
\* Denotes midday trading price

## BAT raises payout as profits advance

By COLIN CAMPBELL

SIR Patrick Sheehy, chairman of BAT Industries, the tobacco and financial services group, says it was not luck but hard graft that saw pre-tax profits rise by 55 per cent to £645 million in the six months to June 30.

Sir Patrick added that in line with BAT's declared policy of sustained dividend growth, the interim dividend rose by 9 per cent to 14.6p a share, adding that this rate of increase will be at least maintained for the full year.

BAT shares jumped by 22p to 756p as analysts welcomed the results.

Tobacco interests turned in a record £475 million (£449 million) trading profit in the half year, reflecting good performance in most domestic and export markets, while

trading profits from financial services operations rebounded from £83 million to £252 million. Eagle Star reduced its pre-tax loss from £175 million to £47 million.

"I am sure shareholders will be relieved to see continuing evidence of a recovery at Eagle Star," Sir Patrick said.

BAT yesterday announced that it was advancing, by seven months, expansion plans for its tobacco manufacturing plant at Southampton, which is already the subject of a £50 million programme to increase capacity to 32 billion cigarettes annually.

The new phase will see £175 million invested to increase capacity to 47.5 billion a year by 1996.

Temps, page 20



Vallance: "pressures"

## Any model you like, provided it's Toyota

By MATTHEW BOND

IN BRITAIN, establishing a family dynasty within the strict confines of a publicly quoted company is, as a member of our most senior industrialists have discovered, distinctly tricky.

Your beloved offspring may look like prime main board material from where you sit at the head of the boardroom table — after all you have the bills from Eton, Oxbridge and Harvard to prove it. But from the point of view of the increasingly less humble shareholder, it smacks more of over-leaping privilege, something that most believe died out with fiefdom tugging and tithe taxes.

Perhaps not surprisingly then, there appear to be few executives with skins thick enough to put their scion's nomination to shareholder approval.

In Japan, however, they do things rather differently. Yesterday, Toyota, the world's third-biggest carmaker, calmly announced that Tatsuhiro Toyota, aged 63, was taking over from his 67-year-old

brother Shoichiro as company president. Nothing very remarkable about that, you might suspect.

After all, Toyota has been run by descendants of Sakichi Toyota, since he founded Toyota Automatic Loom Works in 1925. But Toyota has come a long way since the days of automatic looms, so far in fact that the two brothers at the top of the company now own less than 1 per cent of its publicly traded and widely held shares.

So how was it that Tatsuhiro Toyota was taking over from his brother, some ten years after Shoichiro had taken over from Eiji Toyota, the founder's nephew and holder of the post himself for 14 years? The answer, at least to Shoichiro, is qualifications. Yesterday he scoffed at suggestions that his brother had won promotion because of family ties.

It was his experience in management and engineering that counted. "Toyota is not handed over generation to generation. What counts is qualifications."

While certainly true that his brother

has both experience and qualifications — he has worked at Toyota since 1953 and has an MBA from New York University — the point was somewhat clouded by the accompanying news that Shoichiro was to become Toyota chairman, while Eiji Toyota will become honorary chairman.

Together the Toyota trio will attempt to shake off Toyota's reputation as a company dependent on its middle management and address the current problems — declining profits, slowing domestic sales and political pressure to buy foreign components — that the company faces.

But meritocrats take heart — the silver chopstick has hit a hiccup and Tatsuhiro may be the last Toyota to head the company for some while.

For while several members of the family are working in the company and its affiliates, none is thought to be old enough to handle the top job in the next decade. Working on those qualifications, no doubt.

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## 18 BUSINESS NEWS

## Tokyo falls to lowest for six years

FROM A CORRESPONDENT IN TOKYO

THE Tokyo stock market ended at a six-year low yesterday despite official moves to shore up the economy amid fears that the Nikkei index has not touched the bottom. Dogged by worries of property debts and falling earnings, the Nikkei index slumped off an early rally and slipped 330.69 points, or 2.14 per cent, to 15,095.95, falling as low as 15,024.59 during the day. The index last closed below 15,000 on March 25, 1986.

Masami Okuma, of UBS Phillips & Drew, said: "There's no sign of hitting bottom. Every time we manage a small rebound, people sell and we trickle down a bit further. It's scary."

Shares continued their 2 1/2-year slide despite an emergency meeting of the prime minister and top officials to discuss the stock market last Friday, a ruling party electoral victory on Sunday and a discount rate cut on Monday. But analysts said the meeting offered only tired, old proposals, the victory was not surprising and the rate cut, while earlier than expected, had long ago been taken into account by the market.

An analyst at a research

institute belonging to one of the big four banks said: "The government is always a bit late and each late move makes everybody a bit more numb."

Some analysts said that there was little reason to sell. Kathy Matsui, of Barclays de Zoete Wedd, said: "People are so obsessed with the economy and are not looking at the real effect on earnings." She said the economy looked "horrible" and profit forecasts were likely to be lowered before September's interim results, but added those bad earnings had already been discounted.

The government line of an economic upturn in the second half of the 1992-3 financial year was too cheery, but only by three months or so, Kathy Matsui said. But, she added, the market seemed set for another fall.

Brokers said the market was in a vicious circle. Hedge selling of futures started program selling of shares that triggered hedge selling of futures. Buying was only a reaction to excessive drops and not in any hope of gains. One broker said: "Selling short at this level is scary."

Leading article, page 13



Market slide: Tokyo floor dealers signal price changes during yesterday's trading

## Paper group profits crumple

BY OUR CITY EDITOR

PROFITS have crumpled by more than a third at the David S Smith paper and packaging group, but the dividend is maintained on the capital increased by last December's placing and open offer. An unchanged final dividend of 6.75p makes 9.5p, but the payment is only 1.2 times covered by earnings, which were more than halved, from 23.3p to 11.5p a share.

Pre-tax profits dipped from £23.9 million to £15.4 million after a 30 per cent fall in

operating profits was exacerbated by exceptional items of £8.7 million, reflecting rationalisation costs charged in the first half year.

Smith, whose expansion options are limited in the UK, is looking to Europe for growth and spent £177 million on acquisitions last year, the bulk of it on the French group Kayserberg Packaging in March. Alan Clements, the chairman, said the move has given the group a leading European position in bag-in-

box, plastic corrugated and heavy duty corrugated, all sectors with above-average growth prospects. He believes that the acquisition, funded by the December placing, will enhance the quality of earnings and provide a base for further development and expansion.

The group ended the year with net borrowings of £46.1 million, representing a gearing level of 23 per cent, compared with 22 per cent last time.

## Telegraph rate of growth slows down

BY MICHAEL TAIT  
CITY EDITOR

LESS than a month after its flotation flop, The Telegraph discloses that its rate of growth slowed in the second quarter of 1992. Pre-tax profits for the six months to June 30 rose just over 13 per cent, from £19.1 million to £21.6 million, compared with the 20 per cent advance in the first quarter.

Earnings per share have eased from 11.4p to 11.1p. As forecast at the time of the issue, the group is paying an interim dividend of 4.5p a share.

Turnover rose 9 per cent, and Conrad Black, the chairman, says revenue from advertising and circulation showed improvements over the same period last year. He says that although general operating costs have been contained, the move to Canary Wharf and the commissioning of more colour printing facilities led to increases.

Group operating profit, benefiting from depressed newspaper prices, was £4.9 million higher at £21.3 million and the share of profits from associated companies increased £200,000 to £1.8 million, reflecting a first-time contribution from John Fairfax, in which the group has a 15 per cent interest. Net investment income fell to £2.9 million (£4.1 million).

## Cost-savings boost profits at Misys

MISYS, the computing services group, raised pre-tax profits 62 per cent to £9.1 million in the year to end-May, on sales up 1 per cent to £68 million. But in 1990, Misys made £11.1 million. The total dividend rises 7.6 per cent to 6.1p, out of earnings of 17.8p (11.5p).

Kevin Lomax, chairman, attributed the profits rise to cost savings and tight control of working capital. Net cash balances rose from £6.9 million to £10 million even after £1 million of acquisitions. There are no bank borrowings. Mr Lomax said: "Our order books appear to reflect improvement in some sectors of the economy. We have continued to exercise caution in our budgeting for the current year."

## Verson restructures

VERSON International, the troubled electrical equipment and metal-forming group, is forging ahead with a restructuring after total losses of £16.7 million in the year to end-January. It will buy Niagara Machine and Tool Works for £12.1 million to expand its metal forming business in America, and sell Taylor-Woodfield. Pre-tax losses were £12.24 million, including exceptional costs of just over £4 million, after a restated pre-tax loss of £390,000 last time. Losses were 8.66p (0.04p loss) a share, and no dividend (1p) will be paid.

## UTA votes for change

MEMBERS of the Unit Trust Association have voted unanimously that Philip Warland, its director-general, and its executive committee should proceed with constitutional changes that will allow offshore fund managers and closed funds to become members of the UTA. The 35-minute special meeting voted by 46 to nil, with one abstention, for approval. Among the matters under review are the name of the UTA and how to build public confidence in unit trusts. The intention is for the new constitution to be in place by the beginning of next year.

## Fairey buys Infrared

FAIREY Group, the engineering consortium, has agreed to buy Infrared Engineering, based in Essex, and its marketing and technical support subsidiaries in Germany and America, for a total of £11.5 million. In the year to March 31, the company earned pre-tax profits of £511,000. Costs of the acquisition are to be financed through a vendor placing of 2.68 million new shares at 380p each. Existing shares were unchanged at 393p. An interim dividend of 3.3p a share is expected.

## Chrysler back in black

CHRYSLER, the American carmaker, is recovering from losses, helped by sales of the Jeep Grand Cherokee, its four-wheeled drive vehicle, which sells at \$25,000 and is seen as a rival to Land Rover's vehicles. The Cherokee symbolises an aggressive strategy by Chrysler, the third largest American car maker, to become more competitive. Net profits for the three months to end-June were \$178 million (\$212 million loss). Total sales rose 19.2 per cent to \$9.31 billion. The profit margin on each Cherokee is thought to be \$7,000.

## Earnings per share up 127%

First half unaudited results  
to 30 June 1992

PRE-TAX PROFIT	£645m	+55%
EARNINGS PER SHARE	22.9p	+127%
DIVIDEND PER SHARE	14.6p	+9%*

\*restated on a pro forma basis

- Tobacco: record first half trading profit of £475 million.
- Group cigarette export volumes up 20 per cent.
- Financial services: trading profit from continuing operations increased to £252 million.
- Sharp reduction in Eagle Star's pre-tax loss and higher profits from Farmers, Allied Dunbar and Canada Trust.
- "The dividend increase is consistent with our commitment to sustained dividend growth significantly in excess of the rate of inflation and is a rate of increase that I expect to be at least maintained."

Sir Patrick Sheehy, Chairman



B&amp;A INDUSTRIES

The full interim report is being posted to shareholders and copies are available from the Company Secretary, B&amp;A Industries plc, Windsor House, 50 Victoria Street, London SW1H 0NL.

## Dow makes strong start

New York — Shares made strong gains in moderately active morning trading as enthusiasm about declining long-term interest rates continued. The Dow Jones industrial average rose 23.93 points to 3,358. Dealers attributed the bulk of the rise to a sharply firmer bond market. When bond yields fall, shares benefit as investors seek a higher return.

ed higher on late bargain-hunting after a wave of selling in the afternoon had trimmed most of the morning's gains. The Hang Seng index closed up 74.66 points at 8,857.29. It had surged 114.26 points in early dealings on the back of Wall Street's rally overnight before falling to a day's low of 5,828.93. Turnover was HK\$2.7 billion (£181 million) against Tuesday's HK\$2.6 billion. (Reuters)

□ Hong Kong — Prices end

Jul 29	Jul 28	Jul 27	Jul 26	Jul 25	Jul 24	Jul 23	Jul 22	Jul 21	Jul 20	Jul 19	Jul 18	Jul 17	Jul 16	Jul 15	Jul 14	Jul 13	Jul 12	Jul 11	Jul 10	Jul 9	Jul 8	Jul 7	Jul 6	Jul 5	Jul 4	Jul 3	Jul 2	Jul 1	Jun 30	Jun 29	Jun 28	Jun 27	Jun 26	Jun 25	Jun 24	Jun 23	Jun 22	Jun 21	Jun 20	Jun 19	Jun 18	Jun 17	Jun 16	Jun 15	Jun 14	Jun 13	Jun 12	Jun 11	Jun 10	Jun 9	Jun 8	Jun 7	Jun 6	Jun 5	Jun 4	Jun 3	Jun 2	Jun 1	May 31	May 30	May 29	May 28	May 27	May 26	May 25	May 24	May 23	May 22	May 21	May 20	May 19	May 18	May 17	May 16	May 15	May 14	May 13	May 12	May 11	May 10	May 9	May 8	May 7	May 6	May 5	May 4	May 3	May 2	May 1	Apr 30	Apr 29	Apr 28	Apr 27	Apr 26	Apr 25	Apr 24	Apr 23	Apr 22	Apr 21	Apr 20	Apr 19	Apr 18	Apr 17	Apr 16	Apr 15	Apr 14	Apr 13	Apr 12	Apr 11	Apr 10	Apr 9	Apr 8	Apr 7	Apr 6	Apr 5	Apr 4	Apr 3	Apr 2	Apr 1	Mar 31	Mar 30	Mar 29	Mar 28	Mar 27	Mar 26	Mar 25	Mar 24	Mar 23	Mar 22	Mar 21	Mar 20	Mar 19	Mar 18	Mar 17	Mar 16	Mar 15	Mar 14	Mar 13	Mar 12	Mar 11	Mar 10	Mar 9	Mar 8	Mar 7	Mar 6	Mar 5	Mar 4	Mar 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## Lease programme slows slide into the red at Jaguar

FROM PHILIP ROBINSON IN NEW YORK

IMPROVED American sales of Jaguar halted its continued plunge into the red and Ford of Britain remained in the black, but the parent company of both says the British economy's outlook is uncertain.

Ford of America is currently making more money out of financing cars than selling them. Figures for the second three months of this year show its financial services group made 56 per cent of total \$502 million net profits which beat Wall Street forecasts and compare with a \$324 million loss this time last year.

Jaguar lost about \$70 million in the second quarter due

to higher marketing costs and warranty expenses, David McCammon, Ford vice-president, said. Second quarter losses were about even with a year ago. The subsidiary increased advertising expenses and extended the warranty period to three years from one year, but cost controls helped mitigate the effect of the additional expenses.

The major costs that they incurred in the second quarter was the decision to go from a one-year warranty to a three-year warranty in Europe," he said. "Plus they are advertising at Jaguar a lot more because they have had some

superb quality improvements." Ford bought Jaguar in 1989 for \$2.5 billion and has since pumped millions of dollars into British luxury car maker to improve quality.

European profits, which include Jaguar results, remained in the black but dropped to \$24 million from \$84 million earned in the first three months of this year. In April, May and June last year, Europe lost \$75 million. Ford declined to strip out UK profits but said Britain remains in the black.

Jaguar sales are down 50 per cent from their peak. The workforce has been cut from 12,000 to 8,000 and the company lost £226 million in 1991. Analysts expect little improvement this year.

Ford said Jaguar sales were boosted in May and June by a new leasing programme. May's sales were double the same month last year.

Jaguar climbed 15 places last month in the customer satisfaction table run by J.D. Power, the independent industry consultant, to tenth place. Harold Poling, Ford chairman, said that while group profits are improving, the rest of this year will remain challenging.

Ford's European car market share eased by 0.4 per cent to 11.7 per cent on weak Sierra sales, but its share of the light truck market jumped 1.5 per cent to 12 per cent, boosted by the Courier van and re-designed Transit. Ford's world wide sales rose 6 per cent to 1.64 million vehicles.



Poling: "challenging year"

## Bonn under fire for money policy

FROM IAN MURRAY IN BONN

THE Bundesbank, the Bonn government and the trade unions are all criticised for "a misdirected money policy" in the latest monthly report of the influential German Institute for Economic Research.

The Bundesbank's high interest rates come in for special attack by the independent institute, which complains that never in the history of the modern republic has the cost of refinancing been as high as at present.

"This policy will have far-reaching consequences," the report states.

The decision on July 16 to increase discount rates from 8 to 9 per cent is seen as having negative consequences in both parts of Germany.

"In the west, the already prevailing recessionary tendency caused by the dwindling hopes of a reduction in interest rates will be sharpened further. In the east, the situation, which is so serious that the word 'crisis' cannot aptly describe it, is already threatening to grow to alarming proportions if western investors do not carry out their commitments."

Although the institute accepts that increasing the discount rate means there has been no significant repercussions

on money markets, it argues that the underlying signal from Frankfurt is having adverse effects.

The Bundesbank has made it clear that it believes a continuation of its policy of 'dear money' is essential. This policy is going increasingly astray as only investments can solve the global German problems, including the inflation problem, in the long term," the report states.

Turning to the unions, the report damns wage agreements obtained over the past year for being in excess of what was affordable in view of the cost of unification. The government is held responsible for failing from the beginning of the unification process to explain sufficiently energetically that this would entail sacrifice in the west.

Unless all sectors were prepared to take strong action soon, the institute gives warning that "Germany is threatened by a long period of economic weakness, which will in the long term obstruct the opportunities for the whole of the country to cope with the structural adaptation problems of German unification without considerable political and social conflict."

## City surprised at Rank's new chief

BY MICHAEL TATE, CITY EDITOR

RANK Organisation surprised the City yesterday when it appointed Sir Leslie Fletcher, who will be 70 in October, as chairman of the group in succession to Sir Patrick Meany, who died last week.

Sir Leslie, who is chairman of Westland Group, the helicopter manufacturer, and deputy chairman of RMC Group, the ready mixed concrete concern, has been a non-executive director of Rank since 1984.

A chartered accountant, he joined Glywedd International as a non-executive director in 1966, while with City merchant bank J Henry Schroder Wagg, and took over as executive chairman of Glywedd in 1971. He stepped down in 1986. He was appointed chairman of Westland in 1989.

But some Rank shareholders would have preferred to see a younger man moving into the chair alongside Michael Gifford, chief executive, and were hoping for a prominent outside appointment. Many are mindful of the poor timing of the group's acquisition of Mecca, and the disappointment they felt at interim figures announced earlier this



Top rank Sir Leslie

## Recession dents Lloyds Abbey Life

BY NEIL BENNETT, BANKING CORRESPONDENT

LLOYDS Abbey Life, the financial services arm of Lloyds Bank, suffered a 5 per cent fall in pre-tax profits to £142 million in the first half of the year, owing to losses from its estate agency chain and a rise in bad debts in its lending operations.

Sir Simon Hornby, the chairman, blamed the fall on the economy and said there was "no chance" that the company would be able to increase its dividend this year, but there was no danger of a cut. The interim payout was held at 6.3p.

Difficulties in estate agency and lending masked strong growth at Black Horse Financial Services, the subsidiary that sells life assurance and pensions to Lloyds Bank's 6 million account holders; pre-tax profits rose by 32 per cent to £51 million. Stephen Maran, the group chief executive, said the company now had 500,000 customers.

Profits at Lloyds Bowmaker, the group's finance house, plunged by almost three quarters to £4 million because of an £8.7 million rise in bad debt provisions to £55 million. Mr Maran blamed the result

on the fall in the housing market. Bowmaker has a loan book of £1.2 billion in first and second mortgages.

Black Horse Agencies, the estate agency chain, slipped into a £2.3 million loss after a £100,000 profit last time, owing to a 17 per cent fall in house sales.

Lloyds Abbey Life said it had abandoned ambitions to expand in Europe. Mr Maran said the group was not prepared to invest more capital in its small German subsidiary, since it doubted whether there was a prospect of adequate profits in such a restricted market.

Profits from the European operations fell from £4.7 million last time to just £300,000. This was mainly caused by the sale of the Irish business for £20.6 million.

Ambassador Insurance, the group's newest subsidiary, which specialises in healthcare insurance, managed to break even after a £700,000 loss last year. Mr Maran said the company was carrying heavy start-up costs, but he expected it to break into profit soon.

Tempus, page 20

## No need for costly trials, regulator says

BY LINDSAY COOK, MONEY EDITOR

THE disciplinary procedures of the regulatory organisations are an alternative to costly legal cases such as the Blue Arrow trial, Christopher Sharples, chairman of the Securities and Futures Authority, says today in a letter to The Times.

On Tuesday, the Court of Appeal described the Blue Arrow trial as a costly disaster that must never be repeated. The trial ran up legal bills of £40 million.

Mr Sharples says the authority's disciplinary powers under the Financial Services Act are more expeditious than criminal trials. Member firms and individuals can be fined, ordered to pay compensation or stopped from operating.

Since April last year, the authority has fined 29 firms or individuals. Several other firms have been censured, suspended, expelled or ordered to cease trading. The highest fine — £80,000 —

was imposed on Marshall French & Lucas, a futures dealer, last December. There is no upper limit.

It is possible for a registered individual who is a member of a firm to be disciplined and expelled without his employer facing proceedings.

The Financial Intermediaries Managers and Brokers Regulatory Association (Fimbra) once imposed a £100,000 fine on a member, but this was subsequently reduced on appeal because the unnamed firm could not hope to find such a sum.

Fimbra handles far more disciplinary proceedings than any of the other regulators because it has more members — 6,500 — and they deal with members of the public, who are likely to report breaches.

A firm can be suspended or have its authorisation terminated if Fimbra feels investors are being put at risk. Last week, 40 disciplinary report forms and 20 suspension notices were dealt with. As well as paying fines, firms or individuals

have to meet the costs of proceedings. However, if a staff member resigns or is sacked because of irregularities, it becomes technically difficult for Fimbra to pursue disciplinary hearings as its relationship is primarily with the member firm and not the former employee.

The Life Assurance and Unit Trust Regulatory Organisation has fined three insurance companies this year: Norwich Union, General Accident Life and Commercial Union Life. Each had to pay £50,000 and costs. There is no upper limit for fines and the regulator says about ten companies face disciplinary proceedings that could result in fines.

The Investment Management Regulatory Organisation has fined six members. Hill Samuel was fined £100,000 last spring. Penalties have also been paid by Mercury Asset Management, Financial Administration Systems, Confederation Life, Invesco MIM and Midland Bank.

Business letters, page 21



Oiling the wheels: Chris Greentree, chief executive, said the group would continue considering disposals of assets

## Recovery at Lasmo beats expectations

BY GEORGE SIVELL

LASMO, the oil and gas explorer which narrowly won a fierce £1.1 billion battle for Ultramar, reported better-than-expected net income of £26 million for the first half of 1992 against a £2 million loss.

The shares rose 1p to 134p after relief that the half-year dividend was maintained at 2.3p a share out of earnings of 3p a share, a recovery from a loss of 1.4p a year ago. Last year's results have been restated in line with the practice among big oil companies of writing off exploration failures against profits immediately.

Oil and gas production has risen from the equivalent of 88,900 barrels a day to 184,200 reflecting the Ultramar takeover. Chris Greentree, the chief executive, said the group would continue to look at disposals of peripheral assets to add to the \$1,350 realised so far in 1992.

## British Steel agrees to merge stainless output with Avesta

BY OUR INDUSTRIAL STAFF

BRITISH Steel and Avesta, the Swedish steel company, have agreed to merge their stainless steel production and distribution. The £199 million deal will create Europe's largest stainless steel group by the end of this year.

Avesta Sheffield, the joint venture, will have headquarters in Stockholm but British Steel will be the biggest single shareholder with a 40 per cent stake. The other main shareholders are Swedish companies that have a majority stake in Avesta. British Steel's

stainless operations, with production plants in Sheffield and Panteg, south Wales, had a turnover of more than £450 million last year. Sixty per cent came from outside Britain.

At the company's annual meeting in London, Sir Robert Scholey, who retires as chairman this year, said there was no sign of an upturn in the company's main markets.

The company was aware of its difficulties and was taking action. It intended to remain among the world's leading and most efficient steel pro-

ducers. "You can be assured that the management is determined to improve the company's relative position despite market conditions and the relatively weak economic outlook," he said.

Avesta Sheffield will have a turnover of about £1.2 billion and production of about 600,000 tonnes a year. It will employ 9,000. Its creation is seen as a big step forward in strengthening Europe's challenge in world markets which are seriously affected by overcapacity.

## Scottish milk deal referred to MMC

BY DEREK HARRIS

THE takeover of the Scottish milk interests of the Co-operative Wholesale Society (CWS) by a processing subsidiary of the Scottish Milk Marketing Board has been referred for a monopolies investigation.

Michael Heseltine, trade secretary, took the action on the advice of Sir Bryan Carsberg, director general of fair trading. The Monopolies and Mergers Commission has until end October to report.

What appears mainly to have influenced the Office of Fair Trading is the substantial share the deal would give the marketing board of doorstep sales in southern Scotland and the Borders including Glasgow and Edinburgh conurbations.

The marketing board, one of three operating in Scotland, accounts for more than 40 per cent of the processing and distribution of fresh milk in the area. This is separate from its statutory role in collecting milk from farmers and delivering to a variety of processors including its own subsidiary.

Another factor the OFT took into account is the expected removal of the statutory role from milk marketing boards which would leave them freer to develop their activities on a wider geographical scale.

Of the four other main milk processors and distributors in the Scottish area the CWS is a key player in the market delivering 34,000 gallons of milk each day.

The CWS first announced in January the sale of its Scottish milk interests to Scottish Farm Dairy Foods, the processing and distributing subsidiary of the milk marketing board. The CWS business includes two processing dairies, in Glasgow and Perth, and seven distribution depots.

Taken together, Co-op interests around the United Kingdom, including more than 50 retail societies, are market leaders nationally in fresh milk processing and delivery.

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## TransAtlantic

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## BT's cloud has a silver lining

BT's figures looked grim with even recession-resistant domestic call volumes in decline and first-quarter earnings per share tumbling 37.5 per cent. In fact the picture is far more rosy than it appears, as the 13p rise in BT shares to 346p seemed to confirm. Profits were hit by a combination of new accounting rules and a significantly higher charge for redundancy costs. BT has scrupulously interpreted the accounting changes, which are designed to limit scope for extraordinary charges below the line. This meant that a £120 million loss on the sale of BT's 51 per cent stake in Mtel, hardly a trading item by any stretch of an accountant's fertile imagination, was taken above the line. Along with two minor disposals, the accounting treatment led to an exceptional charge of £135 million.

Redundancy charges were £50 million higher than in last year's first quarter. But this is part of the process that will unlock substantial benefits for the group in the years to come. There is no shortage of takers for BT's redundancy packages. Even so, 29,000 will leave this year, compared with estimates of 20,000. This will work wonders for the cost base where staff outgoings account for around 45 per cent. BT is on target for a slimmed-down workforce of 125,000 against the current 210,000. The main benefits of this will be coming through strongly at a time when the economy is pulling out of recession and will combine powerfully with growing call volumes to boost profits handsomely. The investment case for BT shares remain intact, while strong cash generation should provide dividend increases over the next few years that are substantially above the market average.

## Split on Cadbury

Public responses to the Cadbury report on corporate governance, due in by tomorrow, have been respectful towards its proposals but sceptical that those good intentions will bring effective change in the competitive world of the boardroom. Will new structures give non-executive directors more influence than a particular company's culture allows and could most of them contribute to corporate success and eliminating failure if they had a more entrenched and informed role?

The timely results of a survey commissioned by the London Stock Exchange and Pro Ned show the diversity of existing practice and perception. Nearly two thirds of the 115 company chairmen who replied thought that non-executives made a very effective contribution while only one of the 36 institutional investors and auditors in the survey agreed. This suggests either massive complacency at the top of British companies or querulous cynicism outside. To their credit, it was the company chairmen who expected their non-executive colleagues to take the more active role in the formation of strategy.

The systematic approach to selecting, informing and using non-executives that the Cadbury committee favoured is already well entrenched in a minority, roughly a quarter, of the companies that replied to the survey. Many of the others accept that things should be improved. Unfortunately only about two in five of the company chairmen responded to the mailed survey against three out of five institutional investors and auditors. They were doubtless the chairmen with a good tale to tell or who took the issue seriously. Assuming the silent majority can be dragged into Cadbury's new world, effective change will still depend on the quality and commitment of non-executives. Only a third of them replied.

# Hands-off economic policies are a recipe for long-term stagnation

The government is not as boxed-in as it makes out, argues Howard Davies. He offers a plan for fuelling recovery

We are set for an uncomfortable summer, if the latest economic statistics are any guide. Earlier this year, CBI surveys and other economic indicators suggested that recovery in the UK economy was under way. That was not simply a mirage: the index of industrial production shows that manufacturing output rose by 1 per cent in the three months to April, compared with the previous three months, and retail sales rose by 1.3 per cent in volume terms between March and May.

Over the past six weeks, the signals have become much weaker. The latest CBI industrial trends survey, released on Tuesday, confirms that expectations of recovery have been disappointed. It shows that, over the past four months, business confidence, orders and output in manufacturing have declined and that the outlook for the next four months is flat. This picture is supported by the evidence from the CBI's distributive trades survey that retail spending is not increasing and by anecdotal evidence from our members throughout the country.

Domestic economic indicators appear to point clearly to the need for lower interest rates. Economic activity is flat and inflation is being squeezed out. In addition to the fall in headline inflation and the low rate of increase in factory gate prices, the July industrial trends survey continues to show more companies cutting prices than raising them. It also records the lowest rate of increase in unit costs since the survey began in 1958.

Monetary indicators tell the same story. The government's preferred measure of monetary growth, M0, showed a 1.3 per cent increase in the year to June — well within the target range of 0-4 per cent. The broader measure of money supply, M4, increased by 5.2 per cent over the same period, the slowest rate of growth since the early 1970s. Real interest rates remain high, deterring new borrowing by consumers and companies. They are, of course, rising as inflation falls.

Against that background, the government argues that the current stance of policy should be maintained in every particular. The primary aim of economic policy, it says, is to reduce inflation. ERM membership at the current parity is achieving that aim, though it removes our freedom to respond to depressed domestic conditions. Any alternative policy prescription proposed is characterised as either impossible or imprudent or both. But is this "black and white" view correct? Norman Lamont is right to reject superficially attractive



Voice of industry: Howard Davies rejects as too black-and-white the government view that cutting inflation must be the main policy aim

options. Unilateral devaluation of sterling within the ERM has little to commend it. Far from bringing relief, it might require UK interest rates to rise as the market sought an additional risk premium to cover the possibility of further realignments. Abandoning the ERM altogether would be even more unattractive. The government would be left without a credible anti-inflationary strategy and the UK's standing in Europe could be damaged.

Concerted action to reduce interest rates across Europe would be a more attractive course: it would require the Germans either to tighten fiscal policy or to accept a revaluation of the mark to offset the loosening of domestic monetary conditions. Unfortunately, neither course of action seems now to be favoured by the German authorities — or, indeed, by our other Community partners, whose support would also be needed.

We must therefore accept that the current level of German interest rates will reduce our ability to lower interest rates, though the constraint may not be as rigid as official statements sometimes suggest. This does not, however, mean the government has no room for manoeuvre. Indeed, the impression that the government is boxed in is itself

damaging to business and consumer confidence.

Constraints on monetary policy point to fiscal policy as the main route through which government can influence the economy. Here, there are useful things the government can do. It can ensure that within the constraints that have been rightly imposed on public spending next year, public sector investment programmes are maintained and where possible increased. These include

**Given the constraint we face in reducing interest rates, sensible measures ought not to be thwarted by the PSBR**

road and rail investment, which has an important impact on business competitiveness now, and on the economy's capacity for growth in the future. The construction industry can meet additional demand at competitive prices. Investment in training should also be maintained.

The economies required to meet the tough public spending targets the cabinet has agreed should be found through restraint of current (revenue) expenditure and, in particular, public

sector pay. The government pay bill should not increase at all in cash terms. (Increases of more than 4 per cent are planned within central government in each of the next two financial years.) Any increases in pay rates should be financed through improvements in efficiency or reductions in government activity.

Government action in targeted areas could help to build confidence and bring forward spending. These could include some stimulus to activity in the housing market, higher depreciation for plant and machinery investment and a replacement for the Business Expansion Scheme to help smaller firms seeking new finance. UK exporters need to feel that the government is giving them full support in tough export markets. If demand in the UK continues to be weak, we will depend even more on exports to pull us out of recession. It makes no sense if energy-intensive UK manufacturers are priced out of overseas markets because their competitors enjoy subsidised electricity prices. Similarly, we need to ensure that UK manufacturers have access to competitive export finance and adequate export support.

The objection to some of these proposals is that they could, in the short term, increase the public sector

borrowing requirement. But given the constraint we face in reducing interest rates, sensible measures should not be ruled out by rigid PSBR limits.

A prudent increase in borrowing to finance higher investment or measures to speed recovery, is desirable in the current climate. It is borrowing to finance current expenditure which damages the economy and which worries financial markets. The Treasury would need to present its capital and current plans separately, to persuade the markets that the additional borrowing was, so to speak, in a good cause. But that would be a sensible change.

The next few months will require steady nerves, if the government is not to be blown off course. But steadiness is not a synonym for inertia.

The government is rightly tough on inflation and rightly committed to the ERM. But the causes of stable prices and European union will not be well served if they are associated with economic stagnation. If business can be confident that government is doing everything in its power to encourage recovery, perhaps that recovery will not be as far away as our latest survey results suggest.

Howard Davies is director-general of the Confederation of British Industry.

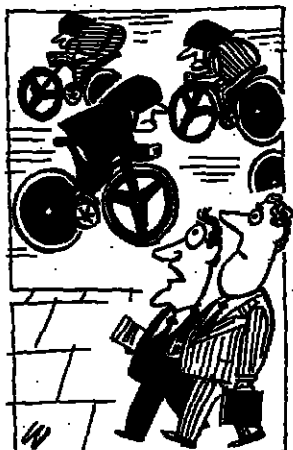
## THE TIMES CITY DIARY

### Bell tolls for Temple

VETERAN public relations man Bob Gregory, who won national television fame during his deft handling of the Westland helicopter saga and who is Penguin's spokesman for *The Satanic Verses*, is taking his two most famous clients to Lowe Bell Financial where he becomes a director on Monday. Gregory, 53, is winding down his own PR agency, Temple Communications, which he set up five years ago. "It is successful, profitable and I always said that I would review the company in five years. I now feel it's the right time to be part of a larger company," he says. Gregory is one of the few PR men to make it to the six o'clock news after Westland called its Albert Hall meeting. He was also attacked by Michael Heseltine during the saga which led to the resignation of both Heseltine and Leon Brittan from the cabinet, and during the Rushdie epic once fielded 17 radio interviews in one day. "There can't be many people who have handled two campaigns like that," he says in something of an understatement. Gregory declines to reveal how much Lowe Bell are paying for his services but admits "I am not unhappy with the financial arrangements".

### Gold fools

EXIT a shamefaced parent at the Bank of England museum where a pin-striped City gent was asked by his young son how much the fake gold bars on display would cost if they were real. Several visitors stopped to hear the answer but



"Bad news for k-reg car sales"

the man, obviously not a gold dealer, was stumped. But if he had worked in Rothchild's gold bullion department, the gent would have been spared looking foolish. "The market bar weighs 400 ounces and gold is currently £187.00 an ounce," rattled off a Rothchild's dealer yesterday. "That's £74,800 a bar at today's prices." Perhaps the Bank might like to help out parents by putting up a notice...

### Nightshirts

PARTNERS in City law firms are working harder than ever but hard work does not always put them top of the City leagues, according to two new sets of findings. The first — more anecdotal — comes from Charles Tyrwhitt, the smart City shirt maker, which delivers shirts direct to City offices. Tyrwhitt's Peter Higgins reports that lawyers at Freshfields have been ordering new shirts, at £36.00 a time, at ten o'clock at night. "They say they have to work all

night and can't get home for a change of clothes," Higgins says. Despite burning the midnight oil, Freshfields emerges only fifth on the mergers and acquisitions league table which has just been published by *Acquisitions Monthly*. It shows that Norman Rose advised on more large takeovers than any other law firm in the first half of this year, working on ten bids topped by Hongkong & Shanghai's £3.7 billion offer for Midland Bank. Clifford Chance, who advised Midland, came second, while Slaughter & May fell from first to seventh place. Tim Freshwater of Slaughter's is not dismayed. "We are happy overall," he says. "We did a lot of secondary work which is not reflected in the league tables which can never be an absolute guide."

### Sharp cards

TIMES really are desperate. Corney & Barrow yesterday opened a new wine bar in Exchange Square, overlooking Liverpool Street station, and offered 60 free bottles of wine to the first customers who arrived brandishing business cards. Some people were so keen to get their free vino that they were caught slipping into the quick-print shops around Liverpool Street Station to have cards printed specially for the purpose. "They came racing back, some of them as early as 11 o'clock, and were really obvious about it but we gave them wine all the same," says manager Christopher Brown. After being "completely mobbed" — Brown ended up by distributing a total of 240 bottles of wine just to keep the mob at bay.

Debra Isaacs

## BUSINESS LETTERS

### In defence of the SFA discipline

From Mr C. J. Sharples  
Sir, Those who are calling for an alternative to massively expensive and in the final analysis often futile court cases concerning alleged wrongdoing in the Square Mile should not overlook the potential of the existing disciplinary powers that are available under the Financial Services Act.

Regulatory bodies such as the Securities and Futures Authority (SFA) are empowered to carry out disciplinary actions against firms and/or individuals. Penalties that can be imposed on those found to be in breach of its rules include very substantial fines, compensation to clients, restrictions on individuals' activities in the future, the closing down of firms, and the prohibition of individuals from returning to the industry either for a period or perhaps for ever.

Only a small proportion of the membership from all over the world could possibly attend the EGM. The vast majority of members is being requested to vote on resolutions of the most profound importance but is being denied the right to consider the arguments advanced for and against the resolutions.

### Lloyd's and its privilege of immunity

From Dr Alexander Munn  
Sir, At the Extraordinary General Meeting of Lloyd's the Chairman repeatedly refused to include a transcript of the proceedings with the voting papers in the postal ballot. The process used by SFA to decide on the culpability of an alleged offender is fair yet expeditious. Its Tribunals are chaired by eminent lawyers with assistance from practitioners and independent members of SFA's Board and others. Legal argument, and hence costs, are kept to a manageable level and there is

no charge to the tax-payer as the cost of the process is met by those regulated. The level of proof is much less onerous than in a criminal trial and the standard by which the defendant is judged owes as much to the spirit of the intention of the rules as to the detail of the rules themselves. The overriding requirement of behaviour in accordance with best market practice and the placing of client interests first are examples of the key principles involved.

Custodial sentences can certainly be justified in cases where there has been outright fraud or theft of client assets, but when the alleged offences are more akin to breaches of City codes of conduct, then the use of criminal prosecutions through the courts is inappropriate. Far better to use the alternative that is already available and which has already proved itself but whose process is blocked once criminal proceedings are begun.

Yours faithfully,  
C. J. SHARPLES,  
Securities and Futures Authority,  
Stock Exchange Building,  
London.

bestowed upon Lloyd's the privilege of immunity from suit by its members. The Council of Lloyd's persistently flaunts this privilege to justify its autocratic and undemocratic behaviour, and consistently denies any duty of care. Are members of Parliament, prepared to accept this flagrant abuse of democratic principles, this abuse of a unique privilege given by Parliament? Yours faithfully,  
DR ALEXANDER MUNN,  
The Cottage,  
9 Crown Lane,  
Benson, Oxfordshire.

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# ACCOUNTANCY TIMES

## Television service aims to give the profession a fresh habit

**Edward Fennell**  
looks behind  
the scenes of  
*Business Account*,  
a programme that  
starts in the autumn

Coverage of accountancy issues by the media could be transformed by a service to be launched in the autumn by a consortium of the leading professional bodies, including the chartered institutes of England & Wales and of Scotland and the certified accountants. From mid-September, *Accountancy TV* will begin broadcasting a weekly hour-long programme as part of the BBC Select night-time service.

The TV series — to be called *Business Account* — will aim to attract thousands of subscribers who will tune in via "smart cards" to record the "encrypted" programme.

Peter Sefton, the *Accountancy TV* chief executive whose background is in business publishing, said: "We want accountants to develop a weekly viewing habit with *Business Account*. The way I envisage it, our audiences will watch these programmes either at work in lunch-time sessions, if they are in practice, or at home in the evenings, if they are in industry."

*Business Account* will be edited by Peter Williams, the former editor of *Accountancy Age*. As well as containing news reports and mini-features, there will also be a strong training content. Key staff working on the programme at Workhouse Productions, the independent television company, have experience with the Open University and the Open College as well as Channel 4. There is a promise that advanced graphics and state-of-the-art video techniques will be used to convey detailed information in a clear and lively way.

"Compared with attendance at a face-to-face course I believe the viewers will find our teaching methods extremely effective," Miss Sefton



Roll camera: Francine Stock, one of the presenters, records for the programme

said. "The programmes will be lively and give viewers access to the finest experts as well as insights into the big business news stories."

The programmes will be linked to a monthly magazine that will carry more information about each programme's topics and the aim is that the

recorded videos should build into a library that accountants can use time and time again for in-house courses.

"In each programme viewers will be taken through worked examples based on case study materials so that they can see in detail exactly how calculations are made,"

Miss Sefton said. Emphasis is also being laid on the news and current affairs direction of the programme.

A TV crew will be working full-time on the programme and, according to Workhouse, will be available to travel around the UK and Europe to cover high-profile news stories.

There will also be scope for platform pieces by leading personalities in the profession. Chris Swinson, recently of Binder Hamlyn, is expected to make an early appearance on the programme. With ownership largely with professional bodies, however, it remains to be seen how much freedom the editor and his journalists will be able to exercise.

The costs of the initiative are high and it is calculated that the backers have invested several million pounds to ensure its survival through the first year. The hope is that by the end of the second year it should be self-funding. A large-scale marketing exercise to drum up subscribers is about to start. Although Miss Sefton is confident that the programmes will "sell themselves", most accountants can expect to be on the receiving end of promotional material during the next few weeks.

Subscription TV of this kind is still new to the UK and Miss Sefton concedes that it is hard to predict the take-up. A previous series on BBC Select aimed at a medical audience is generally regarded as unsuccessful and there is known to be a keen determination that *Business Account* should not go the same way.

Pricing the programme has proved difficult. In addition to paying for the service, subscribers will need to buy a decoder to make the broadcasts viewable and recordable on their sets.

Broadcasts will start "in clear", that is not encrypted, on the night of September 16 to 17 and switch to the full encrypted service in the second week of November.

The scale of subscription is likely to be based on the number of fee earners or professional staff working in the recording locations. For example, the entry price for small accountancy offices will be £750 (including the decoder), while a corporation employing 500 employees will have to pay about £2,000. The price may be right, but how will it compete with *Eldorado*?

Accountancy TV Information  
Hotline: 0865 881503

## Battle lines drawn in the tax trade

THE ownership and running of the tax-reducing profession would not, you might imagine, be something that could be passionately fought over. But judging by the events of recent weeks, you would be wrong in that assumption.

Tax advice draws its practitioners from a broad spectrum. Mostly it is lawyers and accountants who form the mass of the profession. There is some rivalry between accountants and lawyers over who provides the best advice. Senior lawyers in the City argue that they provide the fanciest, and certainly the most expensive, corporate tax advice. Senior accountants will dispute this and point to the large accountancy firms' huge advantage over the law firms of strength, personnel and resources in depth.

All this requires a connecting network to enable practitioners to keep in contact with each other and, equally important, keep in close contact with the thinking of the Inland Revenue. For more than 30 years this has been organised through the Institute of Taxation. Bright young lawyers and accountants have for years been deciding that if they need tax expertise for their future career then the institute's qualification is a useful one to add to their basic professional qualification. And people tend to add it fairly early on in their careers before, with some relief, giving up

would argue that it has not always been the most dynamic of organisations. Others would point out that in the world of tax, effectiveness in the achievement of your aims takes priority over marketing or macho dynamism. Now over marketing or macho dynamism. Now over marketing or macho dynamism. Now over marketing or macho dynamism.

At present, all the signs of this are discreet. At the real link between the institute and the tax faculty, however, a push is being made for an end to the nonsense of two bodies fighting over the right to be seen as the main body to represent the tax profession. This link is the group of senior tax partners in the large group of accountancy firms. Virtually unanimously, they accounting firms. Virtually unanimously, they accounting firms. Virtually unanimously, they accounting firms.

What has crystallised their position is the growing evidence that the membership of the new faculty, though large, is predominantly made up of small practitioners with a bit of a tax bias. People appear to be joining because they need the tax information and the reassurance that they are doing things correctly and are in touch with any new developments. By and large, the main firms have been reluctant

to have more than a token membership. Ernst & Young has, according to its head of tax "encouraged a few, a very few, to join". Price Waterhouse has limited its membership to just 12. The senior tax partners are furious at the prospect of a future where the tax profession does everything twice. And they are making their feelings plain behind the scenes. There is a distinct sound of heads being knocked together at senior professional levels. The accountancy profession in the UK has been bedevilled by a proliferation of bodies representing members in its mainstream work. There seems to be little point in allowing a proliferation of bodies representing specialists within that work. The obvious solution would be for the institute to remain the senior tax body examining for membership and representing the tax profession.

The ICA tax faculty would become what it appears to be turning into anyway — a very good, low-level tax information and support organisation for chartered accountants.

But that is not what the argument is really about. As Mr Wyman made quite clear last week, it is the insistence that the accountants should run the tax profession that is the most important feature. "The institute draws its membership purely and simply from the ranks of tax practitioners, whether lawyers, accountants or any other discipline. Mr Wyman argued that the ICA "believes that in the UK tax is predominantly a part of the accountancy profession". This is where the motive for battle lies. "I personally will do all I can to stop the tax profession becoming a separate profession," was Mr Wyman's own battlecry.

Humble tax practitioners will be hoping that the result of the knocking together of heads will be a simple and single system to represent the broad church of their profession.

Robert Bruce is the Associate Editor of *Accountancy Age*



ROBERT  
BRUCE

## Cadbury needs to harden soft centres

Tomorrow is the closing date for responses to the corporate governance report. Andrew Sansom finds some weaknesses

MUCH was expected from the report of the Cadbury committee into financial aspects of corporate governance, in which both the Financial Reporting Council and the accountancy bodies played a prominent role. As Sir Adrian Cadbury wrote in *The Times*: "The continuing saga of unexpected failures by leading companies, and increasing criticism of board accountability over such matters as directors' pay, were the visible signs of a governance system that was not serving companies or their shareholders as well as it should."

The report's proposals provide remedies but it is questionable if they would prove effective in their present form. At the heart of the report is a 19-point voluntary code of best practice.

All listed companies will have to state in their annual reports whether they comply with the code and "identify and give reasons for any areas of non-compliance".

This is fine as far as it goes. However, what happens to companies that refuse to comply and do not include the proposed statement of compliance in their reports? Cadbury states that the London Stock Exchange "intends to require such a statement as one of its continuing listing obligations".

Therefore, it is envisaged that the stock exchange will have a decisive role in ensuring that companies behave themselves. But there is nothing in its history to suggest that the exchange has the will to perform this function. The exchange has long been able to use the weapon of delisting against recalcitrant companies but it has never used it.

The Cadbury report also states that the stock exchange will use the power of publicity to force companies to comply with its proposals. It appears that the committee has used the example of the Financial Reporting Review Panel for this recommendation, in order to hit companies where it hurts most — their share

price. The fall in the share prices of those companies criticised by the panel has clearly demonstrated that publicity can be a real weapon. However, as with delisting, the exchange has never so far used this approach. This caution is hardly surprising, since the exchange has a responsibility to investors, who would be worst hit by delisting or a fall in the price of their shares.

Even if the exchange decides to break new ground by using its power of delisting and issuing press releases on offending companies, it surely must be split out under what circumstances these measures will be taken.

For example, the proposal that companies inform the stock exchange of the reasons for their non-compliance of the code of best practice, suggests that some reasons will be better than others. Thus some companies will be able to escape any sanction.

Moreover, for any deterrent to have credibility, there needs to be an agreed and public scale of disciplinary measures. When is a company threatened with delisting — if it implements less than half of the code of best practice's 19 points without good reasons? Under what circumstances will a press release be issued?

These are basic questions that Cadbury's draft does not address, let alone answer, and must do so if its code of best practice is to be taken seriously.

Cadbury also makes much of the role that non-executive directors can play in the setting and maintaining of standards of corporate governance. However, once again there are fundamental omissions in the report's recommendations.

For example, it proposes that "the calibre and number of non-executive directors on a board should be such that their views will carry signifi-



Sansom: urges change

cant weight in the board's decisions". Who could disagree with this? But it should be remembered that the Maxwell companies, for example, did indeed have distinguished non-executive members. No one could argue that they were not of the right "calibre". Rather, the case of Maxwell clearly shows that the "calibre" of non-executive directors is only one part of the solution.

Other issues of equal importance are the amount of time that non-executive directors devote to the affairs of the company, the guarantees they are able to secure of being able to put items on the agendas of

board meetings, and the quality of information that they receive. To this Cadbury simply states that "boards should regularly review the service which they give to their non-executive directors". This does not go far enough. The report should set out in detail the rights and responsibilities of non-executive directors. Non-executive directors will then know not only what is expected of them by the company, but also what they can expect — and demand — from the company. Moreover, if a non-executive director feels compelled to resign, he ought to publish a comprehensive explanation of his reasons.

Although Cadbury is correct to stress the importance of audit committees in the structure of limited companies, their proposed terms of reference are so weak that they will neither ensure independence nor guarantee effectiveness. They should be amended to include a requirement for chairmen of audit committees to make a report to the annual meeting and for this report to

be published in the annual report. Moreover, audit committees should be allowed to elect their own chairmen and secretaries and be free to meet whenever they want.

These measures, if implemented, will be a clear public declaration that the audit committees are not in the pocket of their board but are separate entities playing an important "watchdog" function on behalf of all shareholders.

The Cadbury committee is perhaps the last opportunity to convince legislators — both here and in Brussels — that companies can regulate their own behaviour. However, if its report is to be seen as something other than a collection of soft centres, the committee must strengthen its proposals in a wide range of areas. Only if this is done can the committee hope to achieve its stated objective of "bringing greater clarity to the respective responsibilities of directors, shareholders and auditors" and thereby restore public confidence in our corporate sector.

The author is chief executive and secretary of the The Chartered Association of Certified Accountants

The proposals provide remedies but it is questionable if they would prove effective in their present form

## Canny Scots rule the board

ONE of the arguments vainly deployed to tempt the Scottish Institute to merge with its equivalent in England and Wales was that the Scots would wield much greater influence than their modest numbers might suggest. True, but the canny Scots did not need a merger to make their mark. Their presence at the Accounting Standards Board will be further strengthened this weekend when Andrew Lennard moves into the new post of assistant technical director. Lennard had a classic Scottish education at Perth Academy and St Andrews University but had already infiltrated south by choosing to become a member

of the English institute. He was previously on secondment to the ASB from KPMG Peat Marwick's technical department, a former stamping ground of David Tweedie, the ASB's chairman and guiding light. Tweedie, a member of the Scottish Institute who also joined its English equivalent ten years ago and even became a council member, commutes weekly to London from his home north of the border. Lennard went native and lives in Surrey.

## Flying high

AS FIRMS fall over themselves to advise on pri-

## ANY OTHER BUSINESS

visations in central Europe. Price Waterhouse is carving out a profitable niche south of the equator, advising the South African government how to commercialise nine state airports and air traffic and navigation services. An airports company will be formed to run the airports in Johannesburg, Cape Town, Durban et al. There will be a separate air traffic and navigation services company. The state will remain sole shareholder, but both companies will be run commercially, so as to phase out subsidies. Price Waterhouse has been developing the proposals for a year with a local firm of consultants



Price Waterhouse advised New Zealand on a similar project in 1990.

## Pay secrets

COMPANY directors, who used to hide their pay in accounts, are instead giving more information than law requires, to explain away the vast sums disclosed. A survey of 440 annual reports by *Company Reporting*, the monthly review, found that, in more than 120 of them, directors voluntarily lifted the secrets of their pay packet to give details of performance bonuses, pension contributions, ex gratia payments and the like. More humble staff can then be told that those apparently huge pay rises for the top men are really nothing of the kind.

## ASB issues new standard for consolidated reports

By GRAHAM SEARJEANT

THE Accounting Standards Board's philosophy has made a small but clear impact on its second compulsory financial reporting standard, published today, which sets rules for consolidated accounts and attempts to limit what can be excluded from them.

The board's discretion was limited because the main priority of *FRS2 — Accounting for Subsidiary Undertakings*, is to bring the old accounting standard *SSAP14* into line with the Companies Act 1989, which enacted detailed provisions of the European Community's seventh company law directive. The revision started as an exposure draft from the former Accounting Standards Committee.

The stamp of David Tweedie, the ASB chairman, is still evident. His preference is to include everything possible in accounts, leaving users to make up their minds, rather than allowing boards such

wide discretion to pick and choose to improve the picture.

He says: "The object is to describe a company's full ambit of power." The definition of parent has therefore been broadened, to avoid relying on a mathematical formula that can be evaded by shading share or voting interests or inserting a control option.

Effective control is the new test. A dominant interest is defined widely. Unified management, dominant control in practice or a shareholder agreement giving one effective control, regardless of the size of its formal interest, would require consolidation, given a small company waiver.

The standard also interprets narrowly the subsidiaries that the act permits to be excluded from consolidated accounts because of conflict with the "true and fair" test. Most controversially, hardly any subsidiaries can be excluded because its business is so different that

consolidation might mislead. Hence, trading arms of charities would have to be included and, more crucially, banking or insurance underwriting subsidiaries.

The tests are equally tight for other exclusion candidates: ☐ Restrictions hindering the rights of a parent company will have to leave a subsidiary beyond its control.

☐ An interest held for resale must be sold within 12 months, though earlier proposals have been relaxed to allow cases where terms are agreed and a sale is imminent.

☐ The excuse that securing full details on a subsidiary would cause undue delay in its parent's accounts, or excessive expense, will not wash if the subsidiaries are material.

The standard still leaves many practical issues open. Superficially, for instance, British Airways' proposed interest in USAir might legitimately be consolidated fully, accounted as a non-consolidated investment, or treated as an associate where only BA's share of net assets would appear in its balance sheet.

Mr Tweedie explains that *FRS2* is the first stage in a four-part process that will settle such issues, along with touchy subjects such as how to account for big share stakes left over from failed takeover bids. A further chapter in the ASB's bible of principles, due before the year's end, will spell out the basic line on groups.

More specifically, an exposure draft on off-balance sheet interests and quasi-subsidiaries, held up by the securitisation issue, is likely to appear in October. Treatment of joint ventures and associates is at an earlier stage, but a discussion paper is in prospect. Both are likely to meet some entrenched opposition.

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FOOTBALL

# League steals a march on Premier rivals

By Peter Ball

THE Football League has stolen a sponsorship march on its offshoot, the FA Premier League. While the Premier League clubs failed to approve offers from Bass and Ford on Monday, the Football League will this week announce a £3 million a year sponsorship from Coca-Cola.

At the moment, the League has one year of its Barclays sponsorship left and two years from Rumbelows for the League Cup.

With Rumbelows changing direction due to the recession, there were suggestions that Coca-Cola might be poised to replace that sponsorship when the negotiations resumed today.

Rick Parry, chief executive of the Premier League, was yesterday left considering his options after the decision by the clubs on Monday to reject an offer worth £18 million over three years. "At least nobody can call them greedy chairmen any more," Parry said.

That was the only positive aspect to the clubs' decision, which leaves Parry either to try to breathe life back into one or other of the proposals put by Ford or Bass or to make an almost certainly unavailing search for a new sponsor.

Although the clubs expressed a preference for a completely new sponsor, which would not clash with any existing club sponsorships, whether such an animal

exists in the present climate seems highly doubtful.

To add to Parry's difficulties, time is getting short for any sponsorship to be in place by the beginning of the new season.

The Premier League is also finding that its original aim of eight joint sponsors has had to be cut back considerably. By contrast, with the Barclays sponsorship still in place and Coca-Cola now lined up, the Football League can feel suitably snug.

Blackburn Rovers yesterday increased their bid for Geoff Thomas, the Crystal Palace and England midfielder player, to £3 million (Ian Ross writes).

Kenny Dalglish, the Blackburn manager, made contact with Palace officials in Sweden, where the club is midway through a pre-season tour, to confirm that he is willing to improve his initial offer of £2.5 million, which was lodged earlier in the week.

Frank McAvennie, the former West Ham United and Celtic forward, is being given the chance to revive his career with Aston Villa.

The former Scotland international, aged 32, was released on a free transfer by West Ham at the end of last season and is spending a month's trial at Villa Park.

Nottingham Forest have called off the proposed £2.1 million sale of Teddy Sheringham, the forward, to Tottenham Hotspur.



Arch rivals: former champions have been suffering on the greens at Royal Leamington Spa

## Past winners perish to Dyer and Cleet

By David Rhys Jones

MARGARET Dyer, of Clevedon Promenade, and Jean Cleet, of Durham City, came through one of the strongest fields ever assembled for the Liverpool Victoria English Women's Bowling Association two-wood singles championship, and meet in the final today at Royal Leamington Spa.

Seven former winners fell by the wayside, leaving four players contesting their first national semi-finals on grass. Dyer beat Joan Woodrough, of Wiltshire, and Cleet made a late surge to defeat Doreen Campbell, of Kent.

Dyer, an all-round sports-

woman, is almost as good a tennis player as she is a bowler, and will be competing in the national veterans' championship at Wimbledon next month. A Somerset stalwart, she has been a regular choice for the England indoor bowls side for the past three years, and could come into the reckoning outdoors if she performs well today.

Cleet, by contrast, cannot claim a place in Durham's Johns Trophy side, and although she has qualified for the nationals for the past five years, she dislikes the two-wood format. "It's just too exciting," she said, "you can't afford to make a mistake, and it can be all over so quickly."

If she had not fallen out with her husband, she would not be at Leamington at all. "We were supposed to be touring with some Russian guests on the day the first rounds were played at Spenymoor," she said. "In a fit of pique I told him to look after them himself, and went off to play bowls. Now I am in the final, and he's delighted."

Dyer, too, claims she has been lucky to reach the final, although most of her games have been all over before 21 ends have been completed. The exception was her third-round match with the outdoor international from Cornwall, Gwen Daniel. "She was always dangerous," Dyer said.

"I was always expecting her to do something with her second bowl, and usually she did."

Daniel led throughout, except for a brief spell mid-game, but missed a chance to draw the outright winner on the penultimate end. She allowed Dyer to square the match on the 21st, and lost a single to her opponent on the extra end.

Anita de Meza and Jan Stern, of Harrow, beat Joan Walters and Pat White, of Shell Corringham, 19-14, and will play Joyce Morgan and June Larter, of Cambridge Chesterton, in the pairs final this morning.

Results, page 26

## For spectators rifle shooting is good radio

By Peter Barnard

I see that the Princess Royal was up early in Barcelona to watch the Olympic women's ten-metre air rifle competition. I was up earlier, there being a one-hour time difference. And I have to say, without wishing to seem a party-pooper, that in a league table of riveting spectator sports, air rifle shooting — provider of the first gold medal — comes somewhere below watching a man apply grey paint to a white wall in a fog.

You cannot see it. You cannot see the competitor's face because it is obscured by the rifle. The rifle barrel moves up, and then it moves down, and then it moves to a position some-where in between. You cannot see the trigger being pulled, you cannot hear anything you cannot see the pellet hit the target. Air rifle shooting must be the first invisible sport to get time on television.

Not that I am put off the Olympics by that strange caper. The opening ceremony was the finest marriage of culture and sport I have witnessed, a demonstration for those of us who saw the horrors of Los Angeles eight years ago that there is such a thing as genuine artistry and it does not consist of 84 grand pianos being played in unison.

No doubt the Princess Royal was watching on television, having missed the ceremony live while waiting for her children to fly in. This has led to accusations that she lacks commitment. Surely nobody who voluntarily watches people fire invisible pellets can be accused of that?

But the opening ceremony was a television spectacle *par excellence* and if a couple of things went wrong then they were as invisible to me as a pellet.

On Sunday morning, after the rifles, we had the torpedoes, the swimmers who these days fly through the water with the greatest of ease. Not the least among them was our born-again heroine, Sharron Davies, who inspired the first of many slices of chauvinistic commentary.

She came eighth in her first heat but apparently I was wrong to be disappointed. "She can feel quite pleased with that," one wondered what heights of ecstasy she reached.

The cricket outdid the Olympics for drama. Al-

though the behaviour of the Pakistanis becomes increasingly tedious, the argument for letting umpires see action replays was well made on Sunday. Gooch was definitely run out (but survived) and at least two rejected lbw appeals looked plumb to me. Commentator Ray Illingworth never quite says that the umpires are wrong, maintaining instead a handy stock of euphemisms. "Well, I suppose that could only have been missing leg stump." This translates as: "I suppose the umpire was the only person watching who thought that would have missed leg stump."

Illingworth, Boycott, Benaud and Co are right to take this line. There is enough mud being chucked at umpires, who have to make every decision in real time, without the commentators joining in too overtly.

The real problem is that the authority of umpires is undermined if everyone except them can see a slow-motion replay. There are television sets on the players' balconies, so that the bad vibrations travelling from pavilion to pitch only add to the frustration felt by the fielding side.

None of which excuses the ranting and the cap-throwing we saw on Sunday. Players who become frustrated by rejected appeals have brought the problem on themselves: they appeal too much, often in circumstances (such as the attempt to get Gower given out caught behind when he plainly had not touched the ball) which smack of what is called gamesmanship in Illingworth-speak, but which could easily be mistaken for cheating.

The other weekend highlight was the German Formula One grand prix, after which Nigel Mansell sounded like a man who had just come nineteenth in a race on which his life depended. He usually does. And he still refuses to talk about the championship. All in all, Mansell is a bit of a lad on the track and a bit of a wet blanket off it. At least publicly.

POLO

## Cambiaso strikes form to inspire Ellerston

By John Watson

THE Guards Club's 26-goal tournament for the Prince Philip Trophy continued on Kerry Packer's grounds at Stedham, Sussex, yesterday, with a match between Santa Fe and Ellerston Black, who won by eleven goals to four.

It is significant that two of the Ellerston players had their handicap ratings upgraded last week and Ellerston were better balanced and more

closely integrated than Santa Fe, whose attack was rarely in harmony. They were probably more liberally mounted, too. Adolfo Cambiaso, the Ellerston No. 2, who forms an impressive partnership with the No. 3, Alfonso Piers, scored seven of his side's goals.

ELLERSTON BLACK: 1, A Panshove (4); 2, A Cambiaso (8); 3, A Piers (10); 4, B Black (3); 5, A Piers (10); 6, B Black (10); 7, A Piers (10); 8, B Black (10); 9, A Piers (10); 10, B Black (10).

SPORT IN BRIEF

## England pair join Moseley

Mike Teague, the England No. 8 in the Rugby World Cup final last November, yesterday joined second-division Moseley, along with Phil Blakeway, 41, another British Lion and former Gloucester forward, who intends to emerge from seven years' retirement and resume his playing career.

A shoulder injury has prevented Teague playing since

winning his 22nd cap in the final, but Blakeway's last game of any description was when winning his nineteenth cap for England against Ireland in 1985. Teague, 32, stressed that he had left Gloucester amicably after 14 seasons.

## British recruit

Motor racing: Ferrari announced yesterday that John Barnard, the British designer, had signed a five-year agreement with them. He will now head a British-based Ferrari offshoot company, where all the new cars will be researched and developed up to the building of a new tub, or mono-

coque. This will then be sent to Italy, where the man in charge will be another Englishman, Harvey Postlethwaite.

## Fright for Dredge

Golf: Bradley Dredge, one of the favourites for the Welsh amateur championship at Pyle and Kenfig, was given a fright by a local club member, Gerald Thomas, before squeezing into the third round.

YACHTING

## US close to securing cup triumph

THE United States A team virtually assured itself of victory in the Rolex Commodore's Cup yesterday, taking first and third place in the Yachtline Insurance offshore race (Alix Ramsay writes).

Gaucha, skippered by Peter Gordon, took the race and the points 1 min 15 sec ahead on corrected time.

Results, page 26

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# Boardman excels in his pursuit of Olympic gold

**FROM PETER BRYAN  
IN BARCELONA**



**Simon Barnes, page 16**  
**McKean ready, page 28**  
**Timetable, page 28**  
**British chance, page 29**  
**Results, page 29**

The evening's programme allowed only one-and-a-half hours' rest for both finalists after their semi-finals. That was a new test for Boardman, and he was not certain how he

**Trend setter, page 5**  
**Leading article, page 13**

**Trend setter, page 5**  
**Leading article, page 13**

**FROM JOHN GOODBODY IN BARCELONA**

teamwork and hard work by some seasoned professionals.

A high-contrast, black and white photograph of a male athlete, likely a runner, wearing a jersey with "MAROC" and "TDK" visible. He is looking upwards and to the right with a determined expression.

### **Aouita: disappointed but not ready for retirement**

**BY OUR SPORTS STAFF**

1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 26

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1997

BY PETER BALL

teamwork and hard work by some seasoned professionals.

sheer farce with six run-outs, some which would not have

Hughes 12-2-34-9 Smith 5-0-24-0;  
Bem 11-0-48-0

Umpires: H D Bird and B Leadbeater.

## LEICESTER SCOREBOARD

LISCHTERSEN		DURIHAM	
* J Brown st Fetherlyh b Barntage	25	W Larkins b Brown b Benson	41
* J E Smith st Fetherlyh b Barntage	7	J D Glenclenden c Benson b Wells	39
J J Whitaker st Hughes	63	G Cook c Nixon b Benson	38
* E Robertson lvs b Hughes	31	G Larkins c Benson b Wells	37
* J E Barntage lvs b Brown	1	I E Barntage run out	5
L Potter run out	1	P Barntage c and b Maltby	6
* W M Benson run out	24	G Larkins c Benson b Wells	36
* J E Munn b Barntage	1	P J Perry b Barntage	1
J J Wells run out	4	I D Fetherlyh c Barntage b Wells	7
* G Parsons run out	3	P J Hughes c Benson b Wells	3
* D Maltby run out	3	S J E Brown run out	3
Extras: 10, 7, 6, 1	13	Extras: 12, 10, 9, w 10	20
Total (55.3 overs)	249	Total (55.5 overs)	206
FALL OF WICKETS: 1-15 (5.7), 2-31 (1.4), 3-24 (2.22), 7-53 (9.28), 8-39, 9-43		FALL OF WICKETS: 1-65 (2.29), 2-99 (3.10), 3-104 (3.57), 4-173 (7.15), 5-181 (8.15), 6-183 (9.15), 7-195 (10.15), 8-233 (15.23), 9-233 (15.23), 10-233 (15.23), 11-233 (15.23), 12-233 (15.23), 13-233 (15.23), 14-233 (15.23), 15-233 (15.23), 16-233 (15.23), 17-233 (15.23), 18-233 (15.23), 19-233 (15.23), 20-233 (15.23), 21-233 (15.23), 22-233 (15.23), 23-233 (15.23), 24-233 (15.23), 25-233 (15.23), 26-233 (15.23), 27-233 (15.23), 28-233 (15.23), 29-233 (15.23), 30-233 (15.23), 31-233 (15.23), 32-233 (15.23), 33-233 (15.23), 34-233 (15.23), 35-233 (15.23), 36-233 (15.23), 37-233 (15.23), 38-233 (15.23), 39-233 (15.23), 40-233 (15.23), 41-233 (15.23), 42-233 (15.23), 43-233 (15.23), 44-233 (15.23), 45-233 (15.23), 46-233 (15.23), 47-233 (15.23), 48-233 (15.23), 49-233 (15.23), 50-233 (15.23), 51-233 (15.23), 52-233 (15.23), 53-233 (15.23), 54-233 (15.23), 55-233 (15.23)	
ROLLING BACK: 12-2-54.1 Brown 12-1-23.1 Barntage 8-2-29.1 Hughes 4-2-34.9 Smith 5-2-29.1		ROLLING BACK: 12-2-54.1 Brown 12-1-23.1 Barntage 8-2-29.1 Hughes 4-2-34.9 Smith 5-2-29.1	
Umpires: H D Bird and B Leadbeater		Umpires: H D Bird and B Leadbeater	

It put Leicestershire on the back foot at the start. Briers

18 balls, four of them to run-outs.

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